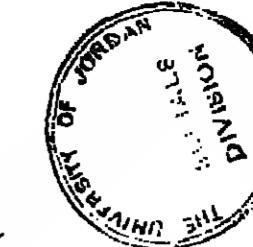


Paris, Friday, April 1, 1994

No. 34,551



## Berlusconi Brings 'Intuitive' Business Style to Politics

By Alan Friedman  
*International Herald Tribune*

MILAN — It is in the middle of the night, while seated with a dozen friends and advisers in the dining room of his 18th-century villa on the outskirts of Milan, that Silvio Berlusconi makes some of the most important business decisions of his life.

Yet, contrary to Mr. Berlusconi's public image as a man who shuns from the hip, members of his inner circle of business associates say he can be agonizingly slow when it comes to making a big decision. They say his decision-making tends to occur after lengthy and freewheeling sessions, often involving abundant quantities of food and wine, joking and endless chatter about the Milan AC soccer team that remains his proudest possession.

Old friends, including a handful who described Mr. Berlusconi's approach to busi-

ness on condition they not be named, laughingly refer to these talkathons at the 70-room Villa San Martino as "the psychoanalytic therapy" meetings.

The Berlusconi executive style, say colleagues, is thus a great deal looser than one would normally find in a company with \$7 billion of annual revenues. The question being asked both in Italy and elsewhere in Europe is how that style will translate into his role as Italy's leader if, as expected, he becomes prime minister.

The portrait that emerges from conversations with friends, rivals, employees, and critics is of a self-made man who likes to think strategically and is bored by detail. He is zealous in keeping his affairs closely held, and yet minimally involved in the financial management of Fininvest, his commercial television, publishing, retailing, advertising, and real estate empire.

Those who know him well say that Silvio Berlusconi's success is based on a sharp and intuitive sense of what the public wants.

Although an admirer of things American, he is an exponent of Italy's traditional family capitalism. As defined by Mr. Berlusconi, that has meant building an enormous company but not floating any of it on the stock market.

Italy's neofascists try to be respectable, but the Mussolini period haunts them. Page 2

exchange. By preferring private ownership, he has sacrificed access to equity capital and thus accumulated a debt mountain now more than triple Fininvest's net equity.

Critics worry about what kind of financial discipline Mr. Berlusconi will bring to the problems of Italy's debt-ridden public sector, but his aides insist he has taken steps to contain his private company problems and

will be committed to doing the same when running the whole of Italy.

In his business career, starting with property development in the late 1960s and continuing with his shift into commercial television a decade later, Mr. Berlusconi has tended to have original ideas and an acute sense of timing. At the same time, and despite his public image as a spontaneous and charismatic populist, he has a tendency to be exceedingly tentative, cautious, even overly analytical about important affairs, preferring to let consensus build among his advisers rather than ramming through a decision.

"Silvio likes to turn things over, again and again," says a close aide. "He is very creative, but he is not somebody who takes decisions quickly."

It was, for example, after endless delibera-

See LEADER, Page 2

### The Widening Gap

Debt and equity of Silvio Berlusconi's Fininvest in millions of lire.



Source: Fininvest

## De Klerk Puts Zulu Region Under State Of Emergency

**Mandela Is in Accord, Buthelezi Denounces Decree as an 'Invasion'**

By Paul Taylor  
*Washington Post Service*

PRETORIA — President Frederik W. de Klerk declared a state of emergency Thursday in the black homeland of KwaZulu and its surrounding province of Natal in the hope of assuring a free and fair election there next month.

It was first time in more than three years that the white-minority government had resorted to a step associated with the repression of apartheid, but the decree had broad support from black leaders, including the president of the African National Congress, Nelson Mandela.

The announcement was immediately denounced by Chief Mangosuthu Buthelezi, the head of the Zulu-based Inkatha Freedom Party. He said the plan to send army and police forces with extraordinary search, seizure and detention powers into his homeland would be viewed "as an invasion."

Chief Buthelezi's party is boycotting the April 26-28 election, and increasing violence in KwaZulu and Natal between his followers and supporters of the ANC has led to more than 270 political killings in that region alone during March.

Mr. de Klerk said he had concluded it would take a "substantial" deployment of additional army and police troops in Natal to prevent a "further deterioration" of election-related violence. He declined to give a figure, but it is expected to be in the thousands.

The province, situated along the country's east coast, is home to just over one fifth of South Africa's population, and most of its 8 million Zulus.

Chief Buthelezi said he "can't see how elections can be free and fair under a state of emergency," but Mr. de Klerk made the reverse argument.

He noted that political rallies had been disrupted and voter education programs had been thwarted by the escalating violence.

The declaration, he said, would force political parties to notify security officials about when and where they planned to hold major campaign events, so that troops could be deployed.

The forces would also protect the rights of Chief Buthelezi's supporters not to take part in the election, the president said, and he stressed that the move was not intended to usurp the chief's position in the homeland.

That will disappear in a month anyway, as all 10 of South Africa's black homelands, including KwaZulu, will go out of existence once the country holds its first multiracial election.

The United States on Thursday expressed support for the imposition of a state of emergency, Reuters reported from Washington. "The escalating violence in KwaZulu in recent weeks poses a serious threat to the conduct of free and fair elections," said the State Department spokesman, Mike McCurry.

Mr. Mandela said one effect of the state of emergency would be to remove Chief Buthelezi from his role as head of the KwaZulu police, a 4,000-member force that has been implicated in hit-squad activities against the ANC by a commission of inquiry.

Mr. Mandela said the homeland police would be confined to their barracks and activated only on orders from the army.

Mr. de Klerk and Mr. Mandela said they hoped the declaration would not destroy plans for a summit meeting next week of themselves, Chief Buthelezi and the king of the Zulus, Goodwill Zwelithini, who has also called for an election boycott. The king contends that the new South Africa will not recognize the sovereignty of the Zulu nation.

The tough measure is seen as a having more of a psychological effect than a military one. The fighting in the region has been going on for a decade, and most analysts doubt that a few thousand additional troops will be able to stop it — especially with passions running high over the election.

"The South African Defense Forces cannot pacify Natal," said Jackie Cilliers, head of an independent military watchdog group.

"I think the real meaning of today is that De Klerk is sending a political message that he is prepared to be very tough with anyone who tries to obstruct the election."

Mr. Cilliers said the deployment of the additional troops to Natal might leave the country's security apparatus stretched thin.

"I think Buthelezi will now pull out all the stops to destabilize the Johannesburg area," Mr. Cilliers said.

## Israel and PLO in Accord On Resuming Peace Talks

### 160 International Observers to Patrol Hebron in Aftermath of Mosque Killings

By David Hoffman  
*Washington Post Service*

JERUSALEM — Israel and the Palestine Liberation Organization signed an agreement Thursday to station 160 international observers in Hebron in the aftermath of the February massacre and to resume negotiations on the Gaza-Jericho peace accord.

Israel pledged in the agreement to speed up the military withdrawal from Gaza and Jericho in an effort to meet the April 13 target date set in last year's peace accord.

Meanwhile, a 28-year-old Israeli was stabbed to death Thursday inside Israel, and his assailants left a letter in Arabic saying it was "a terrorist attack," police said. A 70-year-old man who was assaulted with axes earlier this week by two Palestinians died of his wounds.

In Kiryat Arba, the Jewish settlement adjacent to Hebron, several thousand Israelis, largely settlers and ultraorthodox Jews, held a rally to mark the 26th anniversary of Jewish settlement in Hebron and to denounce the current government of Prime Minister Yitzhak Rabin.

They carried banners objecting to any evacuation of Jews from Hebron. Some of the demonstrators praised Baruch Goldstein, the militant settler who massacred 29 Muslim worshippers at the Tomb of the Patriarchs on Feb. 25 and was beaten to death by enraged survivors.

The Hebron observer force will be drawn from and paid for by Norway, Denmark and Italy. The observers, wearing distinctive uniforms, will carry sidearms for self-defense but have no military or police powers according to the agreement. The purpose is to "promote stability" and "to monitor the efforts to restore the safety of Palestinians" and "the return to normal life in the city of Hebron," the agreement said.

The agreement, signed in Cairo by Nabil

Shatah, the chief PLO negotiator, and General Amnon Lipkin-Shahak, the Israeli deputy chief of staff, calls for a three-month deployment of observers, to be extended if both sides agree.

The agreement marks the first time since Israel seized the West Bank and Gaza Strip in the 1967 war that it has permitted such international observers, although in practice a number of organizations, including the United Nations, have run informal human rights monitoring programs.

The observers were envisioned in the UN Security Council resolution approved in the wake of the massacre. In recent days, Hebron and other West Bank towns have been the scene of fierce confrontations between Palestinian youths and Israeli soldiers.

In the Cairo talks, the Palestinians abandoned their earlier demands that Israel dismantle Jewish settlements in the heart of Hebron. The Palestinians also dropped their demands for a force of Palestinian police in Hebron, apparently because Israel would not grant the police independent authority.

The Israeli foreign minister, Shimon Peres, said the international observers "will ease tensions and will help do whatever they can to return Eve to a more normal, more acceptable situation."

Mr. Peres added, "They will not be dealing with any aspect of security. The collective responsibility will remain always in the hands of the legal government, and we are the legal government."

Binjamin Netanyahu, leader of the opposition Likud party, said the government had made a "seminal mistake."

He added, "Since 1967, the PLO and the Arab world are trying, so far unsuccessfully, to introduce such an international force, and

See HEBRON, Page 5

## U.S. Trade-Barrier Report Puts Japan at Top of List

Compiled by Our Staff From Dispatches

WASHINGTON — The United States made public Thursday its annual report on global trade barriers and singled out Japan for searing criticism.

The trade office was quick to point out that the annual report had taken on "added significance" this year since President Bill Clinton had revived a dormant sanctions tool with Tokyo in mind.

The report, known as the National Trade Estimate, used 44 pages to document the administration's well-known list of complaints about what it called Japan's "highly protected home market."

The European Union also was criticized for cultural protectionism over its audiovisual market. France and Italy led EU opposition to including the audiovisual sector for the elimination of tariff barriers in the Uruguay Round of world trade talks that ended in December.

Japan's large trade surpluses and barriers to imports, the report said, had created "enormous strains on Japan's trade relations with the United States and other countries."

The study will be used by the administration as it pursues a reopening of trade negotiations with Japan in the coming months. At the end of September, if the talks are not successful, the

United States could identify Japan as a "priority country" under the so-called Super 301 trade law.

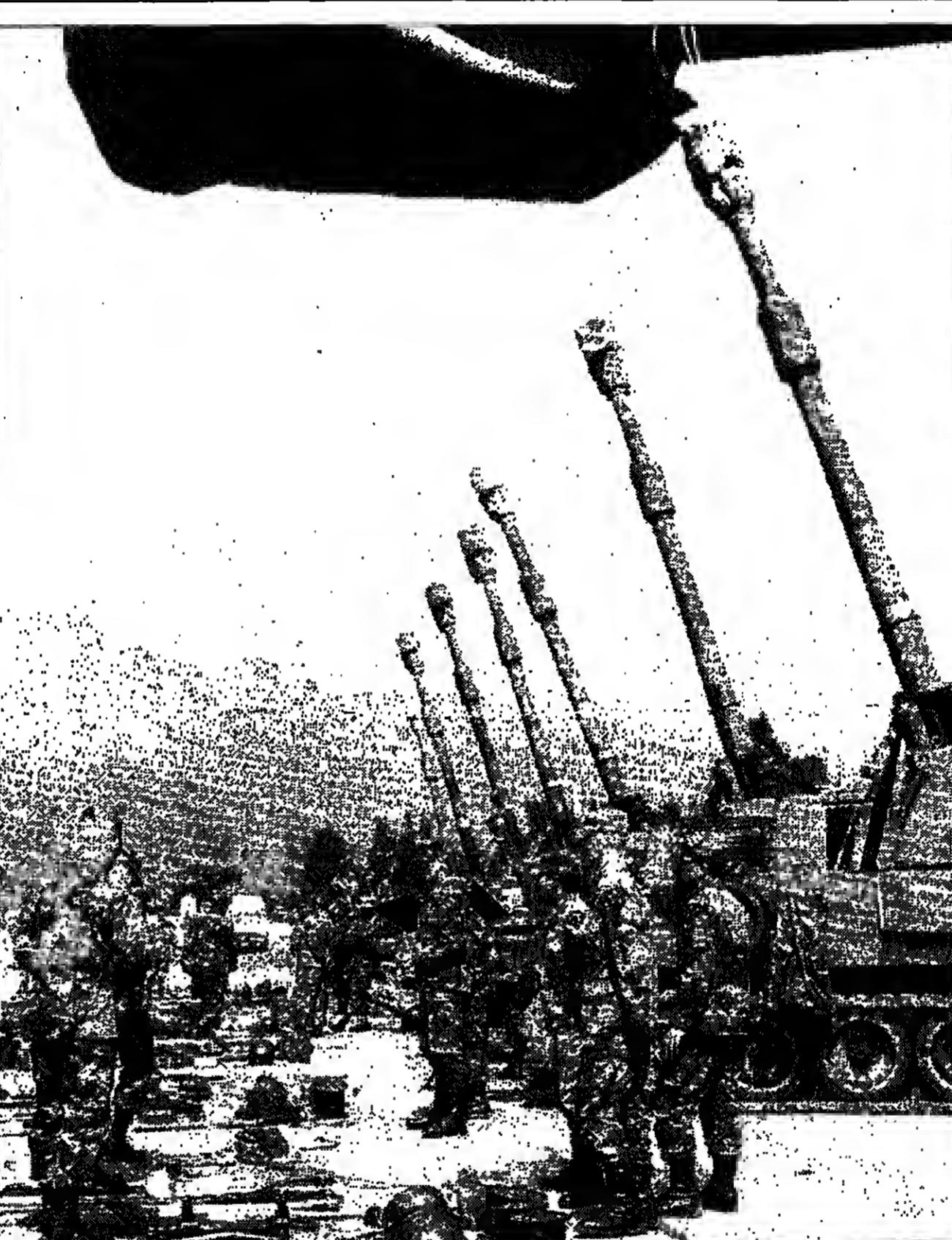
Following the revival on March 3 of Super 301, any of the litany of accusations leveled against Japan in the new report could now be the basis for punitive tariffs.

If that happens, the Super 301 process would give the administration the flexibility to impose punitive tariffs, quotas or other measures if Japan's trade barriers are not removed. But the government has up to 18 months to take such action, so it could still be months after the September deadline before any such tariffs are imposed.

The longest section of the report relates to Japan, the trade office said. "The section contains examples of progress, but also documents the fact that the barriers in Japan to imports of manufactured goods and services far exceed the barriers of other G-7 nations and place an unacceptable strain on the global trading system." It was referring to the Group of Seven major industrialized countries.

The section on Japan — up from 27 pages last year — noted that the U.S. deficit with

See BARRIERS, Page 5



Yon Suh Hong/Reuters

## Another Korean War? A Risk, U.S. Says

By R. Jeffrey Smith  
*Washington Post Service*

ic steps with North Korea on their nuclear program," Mr. Perry told the U.S. Navy League in a speech Thursday, Reuters reported. "But at the same time we are prudently increasing our UN response to the Korean impasse."

Although cautioning that he did not believe war was imminent and saying he was reluctant to sound an "alarmist note," Mr. Perry said he had ordered a series of military preparations for possible conflict and would be "doing what I can over the course of the next few months" to focus more attention on the risks of war.

"We are pursuing firm but patient diplomati-

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## A Whitewater of His Own Threatens Hosokawa

By David E. Sanger  
*New York Times Service*

TOKYO — With his coalition government already pulling apart at the seams, Prime Minister Morihiro Hosokawa now faces a new and increasingly serious threat to his shaky hold on power: a Whitewater scandal of his own.

For days now, Mr. Hosokawa, who was elected last year because of his image as a squeaky-clean outsider who vowed to change the corrupt world of Tokyo politics, has been fumbling for answers about two questionable financial transactions while he served as governor of one of Japan's southern prefectures.

There are widespread suspicions, which Mr. Hosokawa denies, that he used the profits as a secret political fund. Making things worse, one of the transactions involves a \$1 million loan from the company at the center of the scandal that pulled down the Liberal Democrats, who were voted out last summer for the first time in 38 years.

Seeing a chance to taunt Mr. Hosokawa with the same brush, the Liberal Democrats have stopped all legislative action for

nearly four weeks and have turned parliamentary sessions into an inquisition. As a result, the government is entering the new fiscal year, which begins Friday, without a budget.

Mr. Hosokawa spent Thursday under harsh questioning and sidestepped repeated demands that he resign.

Like Whitewater, elements of the scandal have been bubbling along in the press for months, with tales of mysterious loans and big gains that may have benefited Mr. Hosokawa and his family. And like the Clinton administration, Mr. Hosokawa has responded by offering a few, very vague answers, only to suffer considerable embarrassment when the story changed or new details dribbled out.

The \$1 million loan was made in 1982, just as Mr. Hosokawa became governor of Kumamoto. Mr. Hosokawa said he borrowed it from the transportation company, which at the time was beginning to pump cash to key politicians as it sought regulatory clearance to expand its routes in Japan, because the terms he was offered by commercial banks were unsatisfactory.

He maintains that he used the money to buy a small apartment in a posh Tokyo neighborhood and to repair his house in Kumamoto.

For collateral, he put up a piece of land and, of all oddities, an ancient *tsubu*, or sword guard. The guard is an elaborately carved disk that separates the handle of old samurai swords from the blade. Mr. Hosokawa's family, one of the oldest and most notable families of feudal lords, owns a large collection of such treasures.

Mr. Hosokawa has insisted that he paid the "loan" back. But the evidence is scarce and suspicious persist that it was actually a gift. Mr. Hosokawa's only evidence to back up his claim that the money was repaid is a receipt for the last installment he paid. But the receipt did not bear the name of the lender or a seal or stamp, all of which would have been a part of any normal transaction.

Mr. Hosokawa has said he is unable to find other receipts, and he has twice changed the story of how he paid the money back.

Equally mysterious is the question of how Mr. Hosokawa's family obtained 300 shares of Nippon Telegraph and Telephone stock when the enormously sought-after and expensive shares of the national

ly controlled telecommunications firm were first sold to the public in 1986.

It was a virtually sure bet that the shares would soar in value, so the stock offering was oversubscribed. Most investors were able to buy only a fraction of the stock they sought. But the Hosokawas got lucky: They managed to obtain all 300 shares they asked for, allegedly paying around \$4 million for the privilege. After the stock rose in value, two-thirds of the shares were sold to pay off the loan that financed their purchase, leaving a profit of roughly \$500,000.

Mr. Hosokawa has angrily insisted that the transaction was in the name of his wife's father, who died last year, and that he was not involved. But a financial adviser surfaced Wednesday who said he arranged the loan to finance the purchase with one of Mr. Hosokawa's political aides.

Mr. Hosokawa said that he has never met the consultant, Shizuo Fujiki. But Thursday, obviously exasperated, he raised his voice at politicians questioning him about the transaction, saying "Supposing it was my deal, what's wrong with that?"

## Russians May Delay Partnership With NATO

By Fred Hiatt  
*Washington Post Service*

MOSCOW — Russia may delay its entry into NATO's Partnership for Peace program because of domestic opposition, a spokesman for President Boris N. Yeltsin said Thursday.

The spokesman, Vyacheslav Kostikov, said that Russia's Defense and Foreign ministries and intelligence service supported the idea of Russia joining the program. But the spokesman said that Mr. Yeltsin believed the idea should undergo serious analysis "in order to receive wide political consensus."

Mr. Kostikov's comments to reporters Thursday contradicted a statement by Defense Minister Pavel S. Grachev, who said after meeting with the U.S. defense secretary, William J. Perry, in early March that Russia would sign up by the end of that month.

Manfred Wörner, secretary-general of the North Atlantic Treaty Organization, had said that the Russian foreign minister, Andrei V. Kozyrev, was likely to go to Brussels in late April to sign the agreement.

But Mr. Kostikov, whose statements do not always coincide with Mr. Yeltsin's views, despite his post as chief spokesman, said the review of the program could cause a delay of six or seven months.

The Partnership for Peace program was proposed by Washington and its NATO allies as a compromise between Eastern European countries, which are eager to join the military alliance immediately, and Russia, which favors an entirely new security structure now that the Cold War had ended.

The program would allow former Soviet-bloc countries to take part in joint training and military exercises without becoming formal members of NATO. Each country would join on its own terms, working out separately how much cooperation it sought.

So far, 13 former Soviet allies or republics have signed up for the program. Many of them have said they view the program as a precursor to full membership.

Partly for that reason, many Russian politicians have expressed suspicions about the program, viewing it as a way for the United States and its allies to extend their reach into areas that traditionally have fallen under Russian influence. Others have expressed the fear that the program would harm Russia's ability to sell arms if its traditional customers began using NATO-standardized weapons.

Mr. Kostikov said Thursday that Mr. Yeltsin, who had previously expressed clear support for Russia's joining the program, is weighing several arguments that have been raised against it.

"One of those arguments is that it does not entirely recognize the scale of Russia's political role and of the military might of Russia," he said.

A NATO spokesman said Thursday that there appeared to be "a considerable amount of misunderstanding" of the program, Reuters reported from Brussels. The spokesman offered further talks with Moscow.

## WORLD BRIEFS

### Chernobyl Unit's Concrete Cover Weakening, Atomic Experts Warn

VIENNA (AP) — A new safety review has found many flaws at the Chernobyl nuclear plant, including deterioration of the shell sealing the unit that caused the world's worst nuclear accident eight years ago, regulators said Thursday.

The International Atomic Energy Agency said its director-general, Hans Blix, had told the Ukrainian authorities that the plant was not meeting international safety standards.

An explosion in Unit 4 of the four-reactor power plant, 130 kilometers (80 miles) north of Kiev, released a huge cloud of radioactive material on April 26, 1986. The official death toll was 32, but scientists say thousands may have died from related illnesses. The accident also caused the evacuation of 180,000 people from surrounding territory.

Unit 4 was sealed in a concrete-and-steel sarcophagus. The agency report said the safety team had confirmed "accelerated deterioration" of the shell, "which, if it collapses, would have serious consequences."

### Sihanouk Recovering From Cancer

BEIJING (Reuters) — King Norodom Sihanouk of Cambodia, left bald by chemotherapy, appeared in public on Thursday for the first time since starting cancer treatment in Beijing nearly seven months ago.

Apart from health and in good spirits, King Sihanouk was shown on Chinese television thanking a Chinese official for his treatment. His reappearance confirmed aides' reports that the king, 71, had recovered his mobility but lost his hair during seven months of chemotherapy for prostate and other cancers.

Surgeons who removed a malignant tumor said the cancer spread to other parts of his body, necessitating the months of chemotherapy. Doctors said the treatment was successful and that subsequent care would involve only regular checkups.

### French Student March Turns Violent

PARIS (AFP) — A march by thousands of students celebrating victory over Prime Minister Edouard Balladur ended in violence here on Thursday when youth battled police and vandals smashed shop windows and burned cars.

Riot police officers fired tear gas and charged youths after they attacked journalists, injuring two of them at the close of the march. A cafe and a jeweler's shop were looted and about 100 cars were smashed or burned as youths fled into nearby streets and began to break shop windows one by one.

Similar rallies staged in major French cities were peaceful. The rallies were called to celebrate a retreat by Mr. Balladur over a plan to reduce entry-level wages for young people. The police estimated the number of Paris marchers at 26,000.

### EU Ratifies New Hall for Strasbourg

BRUSSELS (AP) — The European Parliament decided on Thursday to sign a 20-year lease on a new building in Strasbourg, France, effectively giving the European Union's assembly two homes.

The move will allow the Parliament to take in new members from the former East Germany after elections in June. France had threatened to block an increase in the number of deputies unless a new assembly hall was built in Strasbourg. The present hall there would be too small for an expanded Parliament after new members join the Union.

"We have resolved the question," said Nicole Fontaine, a French conservative member of the Parliament in Brussels, where a new \$1.2 billion assembly hall was inaugurated six months ago. A British member, John Tomlinson, said, "We have capitulated to blackmail."

### Uganda Vote Upholds the Status Quo

KAMPALA, Uganda (Reuters) — Candidates backing President Yoweri Museveni's nonpartisan system won two-thirds of seats in a new constituent assembly, Uganda's election commission reported Thursday.

Political analysts said the results of the elections held Monday meant that Mr. Museveni could easily win a five-year extension of the suspension of political party activities imposed after he took power in 1986.

Supporters of the nonpartisan system won 145 of 214 seats at stake, official results showed.

## TRAVEL UPDATE

### 3 Accidents Hit Moscow Subway Line

MOSCOW (Reuters) — Three accidents on the same line of the Moscow subway system in less than 15 hours injured 13 people, officials said Thursday.

Four people were hurt Thursday when a speeding train derailed during in the morning rush hour at the north end of the underground railroad's Serpukhovskaya line, a Civil Defense Ministry spokesman said. Earlier, just after metro cars started running at 5 A.M., two trains bumped together at a station in the southern end of the same line. No one was hurt.

On Wednesday night, nine people were treated for injuries suffered when carriages that had come uncoupled smacked together on another station of the line's southern spoke.

Catering workers across Italy said Thursday they would go ahead with a series of eight-hour strikes starting Friday in a contract dispute with employers. The stoppages are to begin at expressway restaurants at service stations. Workers in restaurants, hotels and fast food outlets will go on strike in Florence on Saturday and Sunday.

The United Arab Emirates opened its sixth airport on Thursday in an effort to bolster tourism in the face of growing air traffic in the region. The facility, in the city of Al Ain, 160 kilometers (100 miles) east of Abu Dhabi, can initially handle five Boeing 747s on the tarmac and two large aircraft at the cargo facility, officials said.

The U.S. State Department warned Americans against traveling to Guatemala, where U.S. citizens have been attacked in recent days by mobs angry over rumors of foreigners' stealing children for organ transplants. The department urged U.S. citizens in Guatemala to avoid traveling alone and to exercise caution.

Another room has been reopened in Florence's Uffizi Gallery, following restoration work after a car bomb damaged the building last May. Among the works in Room 34 are oil paintings by Veronese and Tintoretto.

### LEADER: Berlusconi Brings to Politics the 'Intuitive' Style That Built a Business Empire

In the voting Sunday and Monday, the National Alliance, led by Gianni Franco Fini, won 12 percent of the ballot and 17 percent of the seats in the lawmaking lower house of Parliament, three times the number they held in the house elected two years ago.

One of those seats, in Naples, was won by Alessandro Mussolini, the dictator's granddaughter, who said in a published interview before the election that fascism "was a very important part of history that can no longer be demonized or canceled out."

"But it's history," she added, "and no one is thinking of introducing it into Italy today."

The neofascists campaigned in alliance with the victorious Forza Italia party of the media magnate Silvio Berlusconi, and the separatist Northern League. Together, they won an absolute majority of 366 seats in the lower house of Parliament, effectively replacing the centrist Christian Democrats and their allies, discredited in Italy's huge corruption scandals.

For the National Alliance, the results meant that the neofascist party had entered the political mainstream after years on the margins as a strident critic of both the centrist government and Communist opposition.

"The astuteness of Fini has been to present the party as highly respectable, double-breasted people," said a sociologist, Franco Ferrarotti. Mrs. Zevi acknowledged that the neofascist party leader was a "very capable politician" who had "succeeded in keeping the extremists on the leash."

Fascism is illegal in Italy, and the National Alliance party does not use the term "fascist" to describe itself. For many, the word evokes an era they would rather forget, although neither Mussolini's memory nor fascism evoke hatred with the same intensity that Hitler and Nazism does in Germany.

Private television empire until two years ago, Mr. Berlusconi, who broke with Mr. Berlusconi over editorial differences, calls his former boss "the consumer king of Italy" and contends his political success is based entirely on marketing skills.

Indro Montanelli, the grand old man of Italian journalism who walked out on Mr. Berlusconi during the election campaign because of a dispute over the independence of a Milan newspaper owned by Mr. Berlusconi's brother, calls him "a snake charmer." Mr. Montanelli says he has had business dealings with Mr. Berlusconi for many years, and warns that "he gets bored easily." He said, "I don't think he will govern well because he is a man of words and images and not much else."

A more optimistic view of Mr. Berlusconi's chances at translating his business skills into government comes from Terry Semel, the co-chairman of Warner Brothers in Hollywood. Mr. Semel, who has done business with Mr. Berlusconi for years, says he is "smart, savvy and a risk-taker" who has good instincts. Mr. Semel calls Mr. Berlusconi "a person with the managerial skills and ability to motivate people that might be superfluous to clients to help motivate a country."

## Italy's Far-Right Party: Is It Fascism With a Human Face?

By Alan Cowell  
*New York Times Service*

ROME — A half-century after the Fascists' defeat in World War II, the political descendants of Benito Mussolini are set to govern again as part of the rightist alliance that sprinted to victory this week in Italy's national elections.

The challenge that faces them now is to convince skeptical Italians and other Europeans that they have shed the anti-Semitism, xenophobia and extremism of their forebears, allied during the war with Germany's Nazis, to become what they insist is a modern party of the European right.

To hear their spokesmen tell it,



OVERHEARD



Martha rushed in to break Herbert of his old ways.

Continued from Page 1

tions at the villa that Mr. Berlusconi in 1988 eventually decided to pay nearly \$700 million, twice the market price, to acquire Standa, the big Italian retail chain. Much of his recent political strategy was also decided in meetings that included a circle of between 10 and 20 friends and business colleagues, who often sat up with Mr. Berlusconi until five o'clock in the morning.

"Let me be clear," says Franco Tato, the former Olivetti executive who was named last October as chief executive of Fininvest. "Berlusconi is not a manager. He

couldn't care less about the details of managing. Nor is he especially interested in profits, in the bottom line. He is a visionary, a creative man who is governed by his intuition."

It is not that Mr. Berlusconi is sloppy in his business dealings, contends newly elected Senator Roberto Lasagna, who worked closely developing television advertising for Fininvest channels when he was chairman of the Italian subsidiary of Saatchi and Saatchi, and who left the advertising company in January to become Mr. Berlusconi's campaign manager.

"He is meticulous about return-

ing telephone calls, about writing letters, about sending little presents to people," Mr. Lasagna said. "And he is fiercely loyal to colleagues and employees."

Pedro Conforti, the man entrusted to chair Mr. Berlusconi's business empire and an old friend from university days, this week described Mr. Berlusconi as "a great salesman" and noted: "The Italians wanted a new party! He created one in just three months and he sold it to them."

Exactly right, says Carlo Ceresi, a programming executive at the Paris-based France Télévision who helped run Mr. Berlusconi's

private television empire until two years ago. Mr. Ceresi, who broke with Mr. Berlusconi over editorial differences, calls his former boss "the consumer king of Italy" and contends his political success is based entirely on marketing skills.

Indro Montanelli, the grand old man of Italian journalism who walked out on Mr. Berlusconi during the election campaign because of a dispute over the independence of a Milan newspaper owned by Mr. Berlusconi's brother, calls him "a snake charmer." Mr. Montanelli says he has had business dealings with Mr. Berlusconi for many years, and warns that "he gets bored easily."

A more optimistic view of Mr. Berlusconi's chances at translating his business skills into government comes from Terry Semel, the co-chairman of Warner Brothers in Hollywood. Mr. Semel, who has done business with Mr. Berlusconi for years, says he is "smart, savvy and a risk-taker" who has good instincts. Mr. Semel calls Mr. Berlusconi "a person with the managerial skills and ability to motivate people that might be superfluous to clients to help motivate a country."

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## THE AMERICAS / THE BREAKFAST PAGE



HOUSE OF DEATH — Vice President Al Gore, right, helping the Reverend Kelly Clem and her husband, the Reverend Dale Clem, through the rubble of the Goshen United Methodist Church in Piedmont, Alabama. Twenty people, including the couple's 4-year-old daughter, died when a tornado struck during Sunday worship and the roof collapsed. Mrs. Clem is pastor of the church.

## Court Rejects Appeal of Caning Sentence

By Michael Richardson

International Herald Tribune

SINGAPORE — An American teenager, Michael Peter Fay, is expected to seek clemency from Singapore's president after an appeals court judgment on Thursday confirming his caning and jail sentence for vandalism.

Only the intervention of President Ong Teng Cheong can prevent the sentence from being carried out. A presidential amnesty, however, has never been granted for vandals sentenced to caning.

In dismissing the appeal by Mr. Fay's lawyers against the lower court sentence earlier this month of six lashes with a cane and four months' imprisonment, Chief Justice Yong Pung How said the youth had engaged "recklessly and willfully" in at least 16 acts of vandalism over a 10-day period in September.

He said those acts amounted to "what I consider to be a calculated course of criminal conduct."

President Bill Clinton had called for the sentence against Mr. Fay, 18, to be reconsidered.

erred, saying that he believed, based on the facts and treatment of similar cases in Singapore, that "this punishment is extreme."

Mr. Fay showed no emotion as he heard the court's ruling, but many of his classmates and relatives in the packed courtroom wept.

The youth, from St. Louis, Missouri, has lived in Singapore with his mother and stepfather since 1992 and was a student at the Singapore American school.

Mr. Fay was first sentenced on March 3 after pleading guilty to two charges of vandalism, two of mischief and one of retaining stolen property.

The vandalism charges involved spray-painting private vehicles. One of them belonged to a High Court official. The stolen-property charge involved Singapore flags and road signs that were found in his possession.

In addition to the caning and jail time, he was fined 3,300 Singapore dollars (\$2,075). Twenty other charges, 16 for vandalism and four for mischief, were not prosecuted but were taken into consideration by the judge in Thursday's ruling.

Ralph Boyce, the acting American ambassador to Singapore, said that the U.S. government regretted that the ruling "leaves in place the caning element of Michael Fay's sentence."

Judicial caning in Singapore normally administered for crimes of violence, is applied to the bare buttocks of a prisoner. It can have severe effects, including permanent scars.

Mr. Boyce said that the U.S. government continued to believe that caning was "an excessive penalty for a youthful, nonviolent offender who pleaded guilty to comparable crimes against private property."

He said he understood that Mr. Fay's lawyer would appeal for presidential clemency, and that the authorities would not carry out the caning while the plea was being considered.

Many foreigners living in Singapore were alarmed at the sentence. The local American Chamber of Commerce said in a statement after the lower court judgment, "We simply do not understand how the government can condone the permanent scarring of any 18-year-old boy — American or Singaporean — by caning for such an offense."

## Brady Gun Law Hits Targets

In Its First Month, 1,605 Are Barred From Purchases

By Pierre Thomas

Washington Post Service

WASHINGTON — In its first month of operation the Brady gun law, a national five-day waiting period and background check, has prevented at least 1,605 people from buying handguns, among them fugitives and felons convicted of armed robbery, murder and manslaughter, according to preliminary statistics from 15 states and cities.

A total of 44 fugitives or persons facing outstanding warrants were denied guns, including one South Carolina man wanted for sexual assault who was arrested in the gun store. Gun-control supporters lauded the early statistics as a definitive, but conservative, indicator of the law's effectiveness.

Opponents, meanwhile, called it a meaningless infringement on the rights of law-abiding citizens. The National Rifle Association is supporting lawsuits in Texas, Arizona, Montana and Mississippi that argue that the Brady law is unconstitutionally vague and violates the 10th amendment because it encroaches on the authority of states.

Gun-control proponents said the early evidence clearly showed that criminals routinely walk into gun

stores and try to buy guns over the counter.

"Who says criminals always get their guns on the street?" said John W. Magaw, director of the Bureau of Alcohol, Tobacco and Firearms. "I must tell you the Brady law is breathing hope into this battle against crime involving firearms."

Mr. Magaw made his comments during a news conference Wednesday on the 13th anniversary of the assassination attempt on Ronald Reagan, which left the president's press secretary, James S. Brady, near death from a gunshot to the head. The event helped spur a national gun-control movement.

Mr. Brady said of the law named for him: "Although today is an anniversary, on which I prefer not to dwell, I must say it is certainly satisfying that today — for the first time in 13 years — we don't have to call for the most basic gun-control laws in the country. For the first time on this day, I don't have to remind lawmakers that we need the Brady bill."

Under the new law, federally licensed gun dealers are required to notify the chief law-enforcement officer in the potential buyer's community. That law-enforcement official is to make a "reasonable effort" to determine if the buyer is

at least 60 people, primarily fugitives, are being prosecuted for Brady violations, Mr. Magaw said. Representative Charles E. Schumer, Democrat of New York, "The results of Brady are outstanding, but not surprising."

NRA officials had a different view. "The numbers are misleading," said Rick Sellers, chairman of the group's Criminals Cause Crime Coalition. "The Brady law doesn't focus on criminals. They are not going after criminals. They are bothering citizens."

Mrs. Wolff, a native of Macedonia, founded Pantheon Books with her husband, Karl, after they fled Nazi Germany in 1941. For years, they formed a team under the pseudonym "A Helen and Karl Wolff Book." They were acclaimed for publishing translations of distinguished European writers.

Mrs. Wolff continued to work after her husband died in a traffic accident in West Germany in 1963. She was known for going beyond the demands of the marketplace.

"The joy of publishing is to see good works become generally recognized," she once said. "Literature can do surprisingly well."

Mrs. Wolff published Anne

Morrow Lindbergh's "Gift from the Sea" and Pasternak's "Doctor Zhivago." Among the other writers she published were Max Frisch and Georges Simenon.

The multilingual Mrs. Wolff had an advantage over associates because she could read a manuscript in German, French or Italian and decide overnight whether to publish it.

Born Helen Mosel in Macedonia in 1906 to a German father and Hungarian-Austrian mother, she and Karl Wolff married in London in 1933. They came to the United States in 1941 to escape the Nazis.

In New York, the Wolffs founded Pantheon Books in 1942 after arriving penniless but rounding up investors. In 1944, they achieved their first success with a new edition of the Grimm fairy tales. Their imprint at Harcourt was established in 1953. Mr. Panitz later became editor of TV Guide.

Merrill Panitz, 76, a founder and former editor of TV Guide, died Monday in Philadelphia. Mr. Panitz and Walter Annenberg, former publisher of The Philadelphia Inquirer, came up with the idea of a national weekly magazine devoted to television in 1953. Mr. Panitz was considered America's most productive husband and wife writing team.

Pierre Vozinsky, 62, director

general of the Orchestre de Paris, died Monday. He won top prizes in the Paris National Conservatory's piano and chamber music competitions in 1952, and gave several concert tours of Europe and Latin America between 1956 and 1966.

Colonel General Stefan Guse, 54, a Romanian Army chief accused of being involved in attempts to crush the 1989 revolt against Nicolae Ceausescu, died Monday of cancer.

Harold Stewart, 97, an American who served in the French Army in World War I and was decorated for rescuing French soldiers at the Second Battle of the Marne, died Sunday in Latrobe, Pennsylvania.

Tommy Bondur, 88, who played the drums for such early jazz stars as Jelly Roll Morton, Willie (The Lion) Smith, Fats Waller and Sidney Bechet, died March 24 in Mount Vernon, New York.

Margaret Millar, 76, a writer of more than 25 novels of psychological intrigue, died Saturday of a heart attack in Santa Barbara, California. Miss Millar and her husband, Kenneth, who wrote under the pen name Ross MacDonald, were considered America's most productive husband and wife writing team.

Micaela Villa, 83, a daughter of the Mexican revolutionary Pancho Villa, died Sunday in Plainfield, New Jersey.

## Helen Wolff, Publisher, Dies

Compiled by Our Staff From Dispatches

BOSTON — Helen Wolff, who published the works of such European writers as Boris Pasternak, Günter Grass, Umberto Eco and Amos Oz, died Monday at her home in Hanover, New Hampshire, apparently of a heart attack, her family said. She was 88.

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good works become generally recognized," she once said. "Literature can do surprisingly well."

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Pope Schedules UN Address

New York Times Service

NEW YORK — Pope John Paul II will visit New York City in October and will address the United Nations General Assembly, the Vatican announced.

AP, LAT, Reuters

## Clinton Aides Move to Divert Whitewater

By Gwen Ifill  
New York Times Service

WASHINGTON — As President Bill Clinton vacationed in California this week, the aides he left behind are taking advantage of the lull created by his absence and the congressional recess to try to rescue a domestic agenda

knocked askew by Whitewater.

The public relations assault, led by David Gergen, the counselor to the president, and Thomas F. (Mack) McLarty III, the White House chief of staff, questions the relevance of the Clinton's real estate and commodities investments in the 1970s. The assault also promotes the administration's legislative accomplishments, which White House officials say have been obscured.

As part of the same drive, the president and Hillary Rodham Clinton will soon leave on a tour of the West to promote their proposal for health care.

"There's definitely a concerted effort to have a strategy and a game plan, both in the weeks preceding the Easter recess, and the weeks coming out of the Easter recess," said Dee Dee

Myers, the White House press secretary. "It's sort of a moment of opportunity."

After Mr. Clinton went on a partisan attack over Whitewater last month during a fund-raising event in Boston, White House officials visited Capitol Hill in an effort to soothe Republican lawmakers.

But now that lawmakers have left town for Easter, the spin-doctoring moved to a breakfast of Washington reporters who tend to be more genteel over eggs and cereal than they are in the White House press room.

At the breakfast Wednesday, Mr. Gergen and Mr. McLarty brought along Pat Griffin, the White House congressional liaison, and suggested that he might like to talk about poli-

cycy. "There were so many questions at the press conference last week on Whitewater, and so few in policy, we hope was to say, 'Look, we're going to deal with Whitewater and be as responsive, cooperative, as possible,'" Mr. Gergen said. "But at the same time, it's important to get on with the rest of the agenda. That's what the country wants."

The latest activity among senior White House officials was prompted in part by administration polls showing that many Americans are not aware of the special counsel's investigation into Whitewater and believe that the Clintons have concealed essential facts.

Both Mr. Gergen and Mr. McLarty said the Clintons were honorable people who had engaged in "total and full disclosure."

A lot of the concern we now see in the country about Whitewater arises more over the question of whether it's going to disrupt government than what may have happened 15 or 16 years ago," Mr. Gergen said.

Mr. McLarty suggested that the "distinguished national press corps" had blown the whole thing out of proportion. Whitewater, he said, is considered by many Americans to be no more than a complicated excuse for continued legislative gridlock, and the setting of impossible high standards.

"It's quite difficult for any human being to consistently meet every perceived view or standard set by various people," Mr. McLarty said. "I don't think Bill Clinton has ever claimed to be able to do that. Nor has Hillary."

## First Lady Cashed In Just Before '79 Drop

By Howard Schneider  
and Charles R. Babcock

Washington Post Service

WASHINGTON — Hillary Rodham Clinton stopped trading in high-risk cattle futures in 1979 weeks before a precipitous crash that led to a raft of litigation against the broker who helped her parlay \$1,000 into nearly \$100,000.

Trading records made public by the White House showed that she withdrew \$60,000 from her trading account at Ray E. Friedman & Co., known as Refco, in late July 1979, essentially ending her activity with the Springdale, Arkansas, branch of the Chicago-based commodities brokerage.

In October of that year, the bull market that had fueled Mrs. Clinton's spectacular profits crashed, resulting in hundreds of thousands of dollars in losses to Refco customers and allegations that the brokerage had manipulated the cattle futures to the detriment of some of its customers.

Even an overnight profit is "mathematically possible" if the investor successfully takes advantage of price fluctuations during the course of a day, said Muraji Nakazawa, chief executive officer of Castle Commodities Corp. But to rack up a 500 percent return even over a few days is rare.

Some Refco clients were less fortunate than Mrs. Clinton, records show. In the early 1980s, Refco clients, some of its brokers and a group of cattlemen brought lawsuits alleging a variety of improprieties against the brokerage, including charges that Mr. Bone had "allocated" losing investments to some clients in order to benefit preferred customers. None of the allegations involved Mrs. Clinton.

■ What the Experts Say

Barnaby J. Feder of The New York Times reported from Chicago:

Commodity traders and brokers, who reported records of Mrs. Clinton's trading profits from October 1978 to the next July, said it might be impossible to determine whether they based were on luck or skill.

To know for sure, they said, investigators would have to see records detailing when and how each order was received and executed.

But the Commodity Futures Trading Commission only requires that such records be maintained for five years and it is assumed that Refco has long since disposed of them.

For Mrs. Clinton or any other novice starting with a small account, the key would have been to get good advice, experts said.

"Even a crazy person wouldn't trade the volume she did without it," said Richard Brock, head of the Milwaukee consulting and trading firm Brock & Associates.

## U.S. May Settle for Less In UN Action on Korea

Reuters

WASHINGTON — The United States signaled Thursday that it might be willing to tone down its action by the United Nations to confront the threat posed by North Korea's nuclear weapons program.

The State Department spokesman, Mike McCurry, suggested that Washington might be willing to accept a statement by the president of the UN Security Council on which Beijing abstained.

The aim would be to gain China's support, rather than its abstention, from any action taken at the UN. The Chinese have opposed any resolution and proposed a mildly worded council statement instead.

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Colonel General Stefan Guse, 54,

# International Herald Tribune

PUBLISHED WITH THE NEW YORK TIMES AND THE WASHINGTON POST

## Insensitive to the Rules

There will be plenty of time to explore whether laws were violated when the Clintons went into the land development business with James and Susan McDougal or when George Stephanopoulos and other White House aides meddled with Treasury Department investigations. For the moment, it is enough to ponder the fluid morality implicit in the Clintons' tax returns and the records of Hillary Rodham Clinton's short but profitable career as a commodities trader. The inescapable conclusion is that this couple, early and late, suffered from a thematic insensitivity to the normal rules of conflict of interest. At every turn of their financial life, the then governor and first lady of Arkansas were receiving financial favors from individuals who had something to gain from having friends in high places.

Consider the Whitewater case. The 330-acre (93-hectare) development was supposed to be a 50-50 partnership between the two couples. To be clean politically, the deal had to be one of equal investment and equal risk. But from the moment that Jeff Gerhards of The New York Times wrote the first Whitewater story in 1992, the Clinton campaign and later the White House press office dodged questions and withheld documents. The reason is clear: The Clintons put up \$500 initially and claimed losses of \$43,655, most of it in payments on loans, by the time of the 1992 campaign. In contrast, the McDougals paid out \$268,000 and withdrew \$175,800 for a loss of \$92,200.

Although the records are muddled, the McDougals apparently paid dramatically larger amounts to support Whitewater than did their supposedly equal partners, the Clintons. And Mr. McDougal's greatest contribution to the partnership came after he acquired Madison Guaranty, a savings and loan that was part of Bill Clinton's regulatory responsibility as governor. The disorder of Whitewater and Madison records is such that it is unknown whether the Clintons benefited from any fund transfers between Madison and Whitewater, or whether Madison benefited from favorable treatment by Governor Clinton's regulators. That is a legal determination, but the political conclusion is clear. From the start of his governorship, Mr. Clinton was involved in poten-

tially compromising financial entanglements.

The same goes for Mrs. Clinton. On an initial investment of \$1,000 she made \$98,000 trading in farm commodities. Her principal adviser was James Blair, the lawyer for Tyson Industries, the broker he chose for her, Robert Bone, had worked for Tyson and been discredited by regulators for not keeping good records. Once Mr. Clinton was in office, Tyson received \$9 million in state loans and very gentle treatment when it came to the water pollution associated with raising and cleaning chickens.

Investigators are nowhere near the bottom of Whitewater, but we now have a fairly clear idea of what it is about. It started with a well-meaning young couple who seemed to have an extraordinary indifference to, or difficulty in understanding, the normal divisions between government and personal interests. Their conduct may not have been illegal, but it was reckless and politically unattractive.

To deal with these seedy appearances, Clinton supporters are now engaged in what we have come to recognize as The Arkansas Defense. A central argument is that while the Clintons' dealings were not pretty, you cannot apply the standards of the outside world to Arkansas, where a thousand or so insiders run things in a loosey-goosey way that may look unethical or even illegal to outsiders. This logic holds that whatever the Clintons did was penny-ante stuff that the Republicans and the press ought to be willing to overlook in service to the higher national interests.

Certainly, there is a national interest in a viable presidency and in swift progress on health care and other pressing issues. But the genius of the federal system does not reside in importing to Washington the faults and idiosyncrasies of the state capitals. The effort to keep a lid on the Clintons' personal and financial histories has led to the development of a distinctive Clinton style — to withhold critical information and respond furiously with attacks on the motives of critics. It is a viable campaign practice. But the clumsy efforts to silence congressional critics and the possible White House interference with federal agencies demonstrate that it is a dangerous way to govern.

— THE NEW YORK TIMES.

## Happy With Cheap Oil

Oil prices lurched downward again this week, continuing a long decline. That is welcome to people who commute by car. It is also good for the American economy, which expands more strongly with a drop in fuel costs. It has the same effect as a tax cut. The basic reason for cheaper oil is recession and slow growth in Japan and Europe. That held world oil consumption flat last year while production continued to rise in the countries that belong to OPEC, the oil exporters' cartel. OPEC met last weekend to see whether it could work out an agreement to hold down production in order to hold prices up. Not for the first time, it failed. With a small but significant oversupply in prospect, buyers lowered their bids.

The dispute in OPEC is a long-standing one. It sets Saudi Arabia and Kuwait against the other members, countries with less oil and larger populations. The more heavily populated OPEC countries always press for higher prices. Last weekend the Saudis and their friends resisted. They believe that if OPEC sets production ceilings, the others will cheat. More important, they are aware that inexpensive oil is deeply helpful to the governments in the industrial democracies — especially the United States — as they try to get their economic growth rates up and their unemployment

— THE WASHINGTON POST.

down. The Saudis, Kuwaitis and the rest are returning a favor to the countries that defended them three years ago from their predatory neighbor Iraq and that, they hope, would also defend them from Iran. They are making an investment in their national security.

While a low price for oil is very convenient to the United States and the other big importing countries, it also contains certain dangers. It undercutts conservation. In the years of cheap gasoline — and you can now find it on sale for less than a dollar a gallon here and there in the Washington area — it is hard to maintain any momentum toward greater fuel efficiency. Cars, efficient or not, get used more than ever, as the daily jams on the highways demonstrate.

Americans could have it both ways, drawing the economic advantages of low oil prices and the conservation benefits of high prices, if they were willing to put a stiff tax on gasoline. But that is apparently beyond the ability of Congress. In its absence, the country is enjoying the undiluted pleasures of cheap fuel. It also makes the country vulnerable to crises and sudden disruptions of the pipeline, of which there have been several in the past two decades. But that is an unpleasant possibility for which this optimistic country shows little concern.

— THE WASHINGTON POST.

## The Troublemaking Chief

Accents differ drastically as to who or what was responsible for Monday's gun battle in downtown Johannesburg that claimed at least 31 lives. But there can be little doubt that the larger responsibility for this tragedy lies with Mangosuthu Buthelezi, the Zulu chief and the only South African leader of consequence who refuses to participate in the national vote set for late April. In refusing, Chief Buthelezi has made common cause with white racists who oppose what South Africa's men and women of goodwill have sought for generations: the scrapping of apartheid, racial elections and social and economic justice through common citizenship in a democratic state.

Nelson Mandela's African National Congress asserts that the massacre was deliberately provoked by Chief Buthelezi's Inkatha Freedom Party in order to sabotage the April balloting. For its part, Inkatha maintains the contrary — that Zulu marchers were killed by ANC snipers as they approached the ANC headquarters. Independent witnesses cannot say for sure who fired first.

Still, the root of the matter lies in Chief Buthelezi's fervent opposition to a federalized South Africa. Even at this late hour, he might be persuaded to change his mind in return for a face-saving concession. No South Africans are more adept at squaring these circles than the chief's former friends and allies, F. W. de Klerk and Mr. Mandela. But if he persists as a wrecker, Mr. de Klerk will be justified in taking the next step: ending the state subsidy to KwaZulu, the chief's semi-independent homeland in Na-

— THE NEW YORK TIMES.

## Eureka! A Triad For Italy

By W. V. Harris

NEW YORK — A foreigner needs some temerity to criticize the choice freely made by Italy's voters in this week's parliamentary election. Italians can manage their own affairs. But Italy is too important a nation for the health of its polity and economy to be a matter of indifference to the outside world.

With this election, Italy put an end to one regime and started another. But, having thrown out one lot of scoundrels, the electorate has chosen as its new leaders, to fill the vacuum, some equally flawed people with a new set of vices all their own.

And whether the victors can govern Italy for long seems very questionable. If they are unable to do so, real instability could follow.

Last year's electoral reforms, which made it easier for major parties or alliances to gain control of Parliament, were intended to restructure politics as a classic conflict between left and right. But the victorious right-wing alliance may fall apart before the left learns how to convince a majority that it is fit to govern. Its failure to win the youth vote in this election was a particularly bad sign. All this could lead to a prolonged period of political tension.

The winning alliance is led by the tycoon Silvio Berlusconi, the inventor of Forza Italia, a new party built on the idea of its founder as a sort of national savior. This alliance has a clear majority in the Chamber of Deputies, and although it will have at best a paper-thin majority in the Senate, it will almost certainly be able to form a government.

Mr. Berlusconi's business affairs are one reason for concern. Through his holding company, Fininvest, he owns roughly half of Italy's television as well as the country's largest supermarket chain, huge publishing and advertising concerns, and many other assets, including the triumpant AC Milan soccer club.

It so happens, however, that this conglomerate was at least \$2.2 billion in debt by the end of 1993 — the true figure was probably higher — and in dire need of help, such as a governmental stimulus to domestic demand.

Television was the key to the campaign. Gaps in Italy's laws allowed Mr. Berlusconi's three channels to bombard voters with propaganda on his behalf, with predictable results. His rise to power by means of his own television, although faintly reminiscent of Citizen Kane, would have been unthinkable in America.

Mr. Berlusconi built his television empire by means of dubious legality, had it retroactively legitimated through a deal with the now disgraced former Prime Minister Bettino Craxi — whose trial on other charges has just begun in Milan — and has now used it in a manner that is an affront to civil society.

Hence his government is very short on legitimacy, and will never possess much unless Fininvest genuinely sells its television interests and Mr. Berlusconi runs again in a new election as a regular rich politician.

The other members of his troika are also problematic. The more important is Gianfranco Fini, whose neofascist National Alliance got 13.5 percent of the vote.

Much nonsense has been talked by Mr. Berlusconi among others, to the effect that Mr. Fini is not "really" fascist, but the main difference is that he does not wear a ridiculous uni-



form. His sole contribution to policy formation has been to assert that Italy should somehow reacquire the Adriatic regions of Istria and Dalmatia from the former Yugoslavia. Nobody, one hopes, takes this seriously.

His most prominent supporter is Alessandra Mussolini, granddaughter of the dictator, who may now join the government. Mr. Fini is often attended by young Neofascists who seemed more pitiful than dangerous until he helped win the national election.

Keeping the neofascists in political quarantine is a matter not only of historical decency but of immediate relevance. Italy now has racial tension resulting from legal and illegal immigration, largely from Africa, and as Mr. Fini's supporters gain confidence he will almost certainly be able to form a government.

Mr. Berlusconi's business affairs are one reason for concern. Through his holding company, Fininvest, he owns roughly half of Italy's television as well as the country's largest supermarket chain, huge publishing and advertising concerns, and many other assets, including the triumphant AC Milan soccer club.

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Television was the key to the campaign. Gaps in Italy's laws allowed Mr. Berlusconi's three channels to bombard voters with propaganda on his behalf, with predictable results. His rise to power by means of his own television, although faintly reminiscent of Citizen Kane, would have been unthinkable in America.

Mr. Berlusconi built his television empire by means of dubious legality, had it retroactively legitimated through a deal with the now disgraced former Prime Minister Bettino Craxi — whose trial on other charges has just begun in Milan — and has now used it in a manner that is an affront to civil society.

Hence his government is very short on legitimacy, and will never possess much unless Fininvest genuinely sells its television interests and Mr. Berlusconi runs again in a new election as a regular rich politician.

The other members of his troika are also problematic. The more important is Gianfranco Fini, whose neofascist National Alliance got 13.5 percent of the vote.

Much nonsense has been talked by Mr. Berlusconi among others, to the effect that Mr. Fini is not "really" fascist, but the main difference is that he does not wear a ridiculous uni-

## This Treaty Deserves Burial at Sea

By William Safire

LONDON — LOST is a loser, but the United States is getting ready to sign on.

The Law of the Sea Treaty has been ratified by 60 nations and will come into force on Nov. 16 of this year. The big question — one that will affect global business on and under the sea for generations — is whether the United States will subscribe to what Third World leaders and international bureaucrats had as "the constitution of the oceans."

I have long argued that the United States should not. Although many of the treaty's navigational and fishing provisions are unobjectionable, the core of the new international law is a collectivist cartel that conflicts with U.S. national interests and betrays the spirit of capitalism.

Back in the '70s, as the have-not nations were touting a "new world economic order" to redistribute the world's wealth, Carterites and some liberal Republicans enlisted in the cause to declare the resources of the sea bottom "the common heritage of mankind." (That was before we became "humankind.")

Their essential idea was that entrepreneurs of the industrial nations would mine the seas for mineral wealth, just as explorers and discoverers did for centuries, but with this difference: Most of the product of free enterprise would be turned over to a socialist "Enterprise" — a vast new United Nations bureaucracy that would both regulate and compete with the miners of the sea.

The philosophy was wrong. John Locke, in whose writings Thomas Jefferson drew, held that when a person mixed his labor with a material resource, the person acquired a property right in that resource.

That provided a profit motive, the incentive to explore and develop that created fortunes and built industrial democracies.

But under the Marxian collectivist philosophy expressed in the Law of the Sea, the ocean resources belonged not to the ones who found it but to the United Nations. An OPEC-style cartel would graciously allow the developers to keep a part of their stake, but would demand that they share their technology and would determine production and prices.

To its eternal credit, the Reagan administration saw this basic conflict of ideology and said to LOST negotiators: Nothing doing.

Ronald Reagan's principled rejection, as Doug Bandow's recent Cato Institute study points out, caused great gnashing of teeth among diplomats at the United Nations and politicians in scores of Third World countries who had been counting on lifetime sinecures with perks in the LOST "Enterprise" to be based in sunny Jamaica.

Despite the drop in mineral prices that discouraged expensive seabed exploration, and blind to worldwide loss of interest in socialist economics, bureaucrats pressed ahead.

Enter the Clinton administration with its multilateralism and multi-culturalism, and molt multi-ism. Thanks to the UN representative, Madeline Albright, and gnomes in the State Department who never met a global treaty they didn't like, LOST was found. Their technique was to dress up the pact with market rhetoric, drop the requirement to share technology with the Third World, and slightly modify other egregious offenses to free enterprise.

Something happens to diplomats who get involved in a diplomatic "process": The deal becomes the goal. Their measure of success is a flock of signatures on a document at a televised ceremony with souvenirs handed out all around.

When the Clinton State Department is asked about the status of LOST, the answer is: "Hasn't made it up to the seventh floor yet." Secretary Warren Christopher has his hands full with a threat from a bellicose North Korea and cannot focus on convoluted philosophical disputes.

What will happen? When LOST gets up to Foggy Bottom's seventh floor, Mr. Christopher will have to make sure the United States has a veto, get some Pentagon admirals to praise its unnecessary legitimization of Strait of Gibraltar passage, and have President Bill Clinton sign it as a symbol of the brave new multilateral world.

Then the Senate will decline to ratify LOST because its central provision is anti-free-enterprise. Is such a display of disunited in the president's interest? Or in America's?

No. The time to drop the vast boondoggle of LOST is now.

The New York Times

## Some Really Do Reinvent Government

By Stephen S. Rosenfeld

WASHINGTON — We Americans enjoy thinking of ourselves as bold and brave in shaping the future, but our weakness for self-congratulation obscures the fact that dozens of other nations are demonstrably bolder and braver.

Granted, the United States is not in the desperate or suddenly new national circumstances that typically provide the motivation and constituency for political initiative. We already have a free market democracy. Our desperation, moreover, tends to come in pockets, demographic and geographic; this inhibits the forming of a critical mass.

Tinkering, making incremental new trade-offs, moving the pieces around in a crowded field, catching up to changes triggered by technology or new social attitudes: these considerations dictate most of the political agenda in the United States and most other Western democracies.

To see how politics can really be done, you have only to look at this week's elections in Italy. The whole political class that ruled through two generations of Cold War has been rudely dumped. Thousands of the best and brightest have been replaced

— by Robert Kuttner

Robert Rubin, who heads Mr. Clinton's National Economic Council, To get a flavor of the share that Mr. Clinton has set for himself, consider Mr. Peterson's new book, "Facing Up: How to Rescue the Economy from Crushing Debt and Recovery."

It begins with a premise that debt is responsible for the U.S. economic slowdown and that entitlements are the cause of excess debt. This is improbable on both

This Treaty  
Deserves  
Burial at S

By William Safire

## Is There Anything Still Left In America's Sexual Closet?

By George F. Will

**WASHINGTON** — "Society," says the surgeon-general, "wants to keep all sexuality in the closet." Which makes one wonder: What society is Dr. Joycelyn Elders living in? Surely hers is an interesting sensibility if she lives in today's America and frets that there is insufficient thinking and talking about things sexual.

America's is a society in which parents can hardly watch television with their children without wincing, in which a walk past a magazine rack is a walk on the wild side, in which before or after the steamy soap operas have got the afternoon television audience panting on come Geraldo, Montel and Sally. "Next, bisexual gropers and the lingerie they love!" Someone should send the surgeon-general some tapes of the "shock jocks" now flourishing on radio — Howard Stern and the rest. That would assuage her anxiety that sexuality is being "repressed" by "Victorian morality" in an America that needs "to be more open about sex."

The surgeon-general should be gratified by the out-of-the-closet television commercial for little Hyundai automobiles. In it, two women speculate that men who buy big cars are compensating for small penises. Observing the driver of a large car, one woman says: "He must be compensating for a... shortcoming?" Of the man who drives up in a Hyundai, the other woman says: "I wonder what he's got under the hood." A columnist for *Ad Age* notes that, in the argot of advertising, this is an ad campaign based on "penis-length positioning."

Imitation really is the sincerest form

of television: Last Monday two consecutive CBS comedies, "Murphy Brown" and "Hearts Afire," featured penis jokes. Given that such is now the stuff of mass entertainment and advertising, it is a mystery what the surgeon-general thinks is left back there in the recesses of America's sexuality closet, and why she wants it — whatever it is — out.

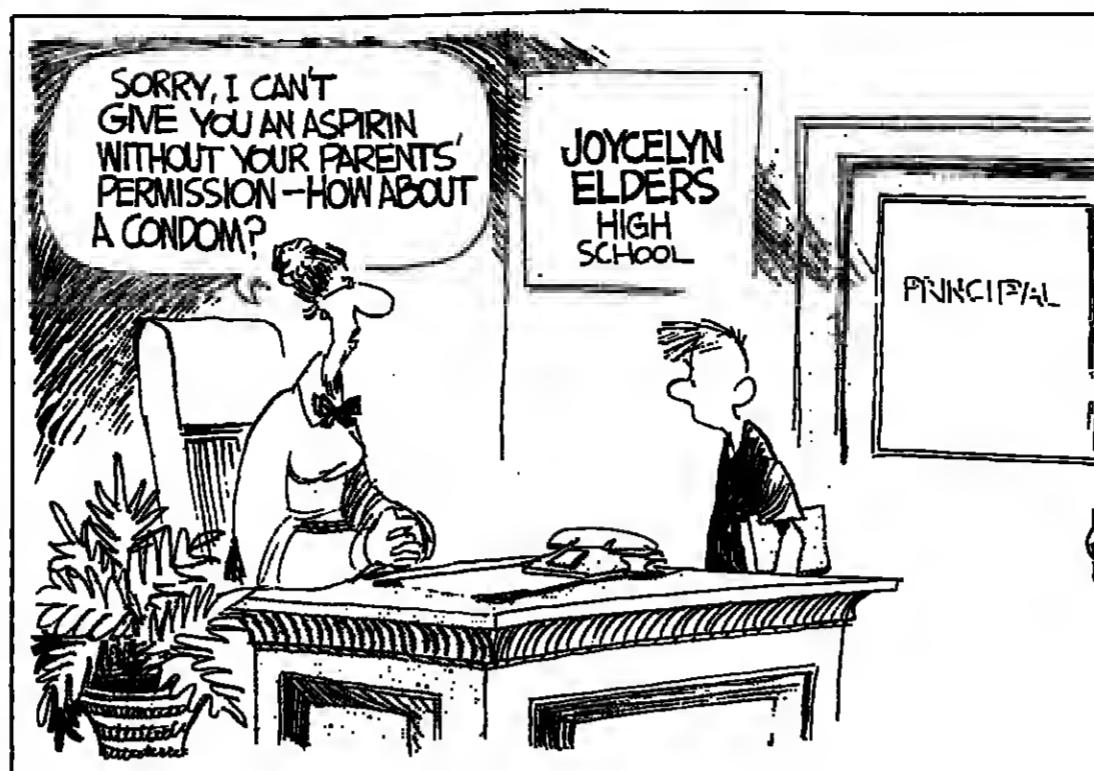
The river of national life would seem to be siling up rather rapidly with sexuality in all its permutations — gays in the military, gays in the St. Patrick's Day parades, Bob Fosse, Michael Jackson, Madonna, MTV, "date rape" seminars for university freshmen, and so on, and on. But the surgeon-general, in an interview with *The Advocate*, a Los Angeles-based magazine for homosexuals, indicates that she thinks the United States is suffering from sexual reticence.

In the process of endorsing adoption of children by homosexuals, and embracing the fiction that 10 percent of young people are homosexuals, she says "sex is good, sex is wonderful." Verily it can be, but Dr. Elders' effusions are not exactly all that the United States just now needs to hear from its principal public health official.

Is it good and wonderful sex that is making so many 14-year-old mothers?

From boom boxes carried by young males down city streets comes 2 Live Crew's song "Me So Horny," and lyrics about how fun it is to "burst the walls" of vaginas. Not good. Not wonderful.

The New York Times reports a resurgence of what it delicately describes as "commercial establishments where people meet for sex." It means places like



the Adonis theater, a cinema on Eighth Avenue between 43rd and 44th streets in Manhattan. New York City is estimated to have about 50 similar establishments where people go for sex, often for anonymous sex with multiple partners. The city government knows that it will have to care for many of the more than 80,000 "AIDS orphans" — children whose mothers died of AIDS — that the nation will have by the end of this decade. The city closed the Adonis in January because not all sex is good and wonderful.

When used by advanced thinkers like

Dr. Elders, the phrase "in the closet" means "unliberated." But would-be liberators like Dr. Elders have a problem, there being little remaining in the way of laws or mores from which any man can be liberated. Sure, in some cities children who are not yet in the sixth grade are denied information about anal intercourse, but such minor imprecisions in American liberty make for an uninspiring agenda for sexual liberators.

It really is no longer daring to say, as Dr. Elders did to *The Advocate*, "I feel that God meant sex for more than pro-

creation," and of course Dr. Elders has a right to construe God's will as she pleases. But can someone explain why a government official, and particularly this one, is favoring us with such thoughts? Where in the job description of the surgeon-general does it deal with the duty to issue public lamentations about America's sexual repression?

Repression is what she implies by her remarkable judgment that American society — has she seen Calvin Klein underwear ads? — "wants to keep all sexuality in the closet."

*Washington Post Writers Group.*

### As Needed as Ever

*Regarding the editorial "Backward in East Europe" (Opinion, March 23):*

The editorial from The New York Times focused on the controversial decision of the Hungarian center-right government to dismiss 200 television and radio journalists "allegedly for budgetary reasons." The article noted that "hundreds of broadcasters were sacked in Belgrade after elections in early 1993," adding that similar occurrences were taking place in Slovakia and, with variations, "similar assaults on independent journalism... are now commonplace in former Communist countries."

It is against such a background that the U.S. Congress, if its own will, is withdrawing support for its strongest tool of democratic instruction: Radio Free Europe/Radio Liberty, my employer. Some 150 employees, including members of departments broadcasting to Hungary, Poland, Afghanistan and

the Czech Republic, have been dismissed. The history, traditions and legends of these broadcasting departments have been irreversibly destroyed.

Washington continues to pursue its policy of dividing the departments, proposing to dispense them without rhyme or reason among Budapest, Prague, Washington and Munich. Moreover, the next wave of dismissals is expected to take place by the end of June and number some 400 employees.

ALINA PERTH GRABOWSKA, Munich.

### Turkey and the Kurds

*Regarding "An Appeal to Turkey" (Letters, March 18) from Bernard Kouchner and Bernard Dorin:*

In light of the reportedly imminent offensive by the Turkish military against its 10 million Kurdish minority, we in Western Europe would do well to remember a similar genocide that Turkey launched against another of its mi-

norities: the Armenians, during 1915-1922. Today, the only reminders of this ancient culture in Turkey are derelict monasteries and churches converted into mosques.

How can a nation that has committed genocide with impunity be trusted with the faith of the Kurds now? Once, the West turned a blind eye to Turkey's appalling human rights record because of its strategic location vis-a-vis the Soviet Union.

With the ending of the Cold War, the time has come for Western governments to relay to Turkey in its uncertain terms that either the Turkish government clean up its human rights record and its oppression of minorities or risk being ostracized like Iraq.

STEPHAN VRIESSSEN, Hertogenbosch, Netherlands.

The Turkish state has long been trying to end the terrorism instigated by the Kurdish Workers Party. However, this has never entailed — and never will

"the final destruction of the Kurdish area and the death of thousands of innocent Kurds" or "genocide," as Mr. Kouchner and Ambassador Dorin claim.

Regardless of the Kurdish Workers Party's orientation — Marxist-Leninist or otherwise — it is a terrorist organization which kills innocent civilians. Like any other state in the world, the Turkish republic will never negotiate with a terrorist organization.

The establishment of a full-fledged democracy in Turkey is the desire and goal of every Turkish citizen. Turkey needs support, not threats, from its friends in building a robust democracy.

ENVER YUCESAN, Fontainebleau, France.

### Asia and Democracy

*Regarding "Clinton's Asia Policy Runs Big Risks" (Business/Finance, March 25) by Randolph Dale:*

Mr. Dale suggests that the United

States look to methods of physical punishment such as flagellation for minor crimes like vandalism as a potential solution to the country's crime problem.

While such methods may be successful in reducing the level of crime, it can only be at the cost of a diminished sense of the dignity of the human being.

Similarly, Mr. Dale criticizes the Clinton administration's "lecturing" of China on its human rights record. He urges a dismantling of human rights from economic negotiations, a recommendation that shows the ugliest face of capitalism — that of insensitivity to human condition.

Mr. Dale is correct in citing the differences between Western and Asian value systems as an obstacle to achieving an effective Asia policy. But some of these differences are not so trivial a nature that they can be ignored without betraying fundamentally democratic values.

ROZELLA OLIVER, Barcelona.

### Faces of Europe

*Regarding the report "Whose Face Will Mar the Euro-Bill?" (Business/Finance, March 21) by Brandon Mitchell:*

The European Union could embellish its currency with natural features common to more than one country, like the Alps or the Dambe. Or it could depict such supranational European achievements as the CERN particle-physics laboratory or the Airbus.

But please, no politicians or financiers. If personages are to be displayed, let them be, rather than mythical or allegorical figures. Europeans who contributed notably to mutual understanding and international cooperation.

THEODOR SCHUCHAT, Bellevue, Washington.

Surely, Jean Monnet is the logical first choice.

V. W. H. GREENWAY, Paris.

"The King and I." But not only did Rodgers and Hammerstein write it, they did so when they had no reason to be gloomy. "Carousel" made its debut on the heady eve of V-E Day. It was the team's follow-up to "Oklahoma" — the most beloved and lucrative musical Broadway had ever seen.

Liberated by success to say whatever they pleased, Rodgers and Hammerstein chose to depict an America haunted by iniquities and suffering. Though an extraordinary British director, Nicholas Hytner, has made some slight embellishments at Lincoln Center, the darkness he mines in "Carousel" is all in the original text.

But until now that true "Carousel" had been suppressed. It disappeared in the '50s, when Hollywood and a thousand stock productions bowdlerized the show to fit the treacly conformist culture of a decade whose rigid dogma was set in stone.

Confronting the unperturbed "Carousel" in 1994, we can see clearly that it tells the truth about its era rather than preaching the expected homilies. There were plenty of Billy Bigelow and women loyal to them, as well as a 25 percent poverty rate, by the prosperous '50s. But Americans were expected to keep whistling happy tunes. Wife-beating was barely acknowledged, and the rising intake of alcohol and tranquilizers took place behind closed ranch-house doors.

Today debunking the happy postwar years is an academic industry. But art speaks more powerfully than sociology. While the Lincoln Center "Carousel" unfolds in beautiful sets, its New England is not quaint but lonely, more Edward Hopper than Norman Rockwell. The lovers, "two little people" who "don't come at all," in Billy's bitter words, are a bot pair, but they grope desperately for each other against a vast moonlit night that only emphasizes their lowly status in an indifferent universe.

From that moment "Carousel" becomes disturbing because it starts to seem timeless. As Billy has an afterlife, so does the America with which Rodgers and Hammerstein surrounded him.

Everyone in "Carousel" looks familiar to us. Even the show's proper, upwardly mobile Mr. and Mrs. Snow could be that couple whose boisterous summer cookouts don't quite dispel the stink of booze and the muffled sounds of marital brawls.

At Lincoln Center, the audience begins sohning as soon as it hears "You'll Never Walk Alone," but is that because anyone takes the anthem's words literally? Everything about this musical says that we are alone. The audience crying at "Carousel" realizes that it is up to us to break America's maddening cycles of social injustice and domestic violence. And that not even Rodgers and Hammerstein, the soothsaying parental figures we had always depended on, can bail us out.

*The New York Times.*

## GENERAL NEWS

### Syria Likely to Stay On Trafficking List

By Ann Devroy and Thomas W. Lippman  
*Washington Post Service*

WASHINGTON — Overruling recommendations from lower-level officials, Secretary of State Warren M. Christopher has told the White House that Syria should remain on the U.S. list of nations that are involved in the international drug trade.

In deciding that Syria should not be granted a waiver in the "national interest" from the drug listing, and thus be exempted from certain sanctions, Mr. Christopher headed off a potential political uproar.

Democratic congressional sources said Representative Charles E. Schumer, Democrat of New York, among others, was set to denounce the Clinton administration for rewarding Syria's cooperation in the Middle East peace process with a ruling that could bring economic benefits despite a lack of significant effort to disassociate itself from the international drug trade.

Senator Jesse Helms, Republican of North Carolina, was prepared to read into the Congressional Record the names of high-ranking Syrian officials believed to be involved in the drug trade, congressional sources said.

President Bill Clinton is required by law to submit to Congress by Friday a list of nations that are not cooperating with U.S. anti-narcotics efforts or working on their own

to curb the drug trade. Syria is one of 26 nations on the current list and will be included on the new list, State Department officials said.

Nations on the list may not receive U.S. foreign aid or U.S. support for World Bank loans, but the president is authorized to grant a waiver for any nation if he deems it in the U.S. "national interest."

Administration officials said that a junior staff member on the White House National Security Council had hinted to families of victims of the 1988 bombing of Pan Am Flight 103 that the administration was poised to grant Syria an exemption that effectively would have removed it from the list.

Removal from the list would have little practical impact, officials said, because Syria remains on the U.S. list of nations that promote terrorism, but it might have had symbolic significance in winning Syrian assent to a peace agreement with Israel, they said.

Pan Am 103 family members — who hold Syria at least partly responsible for the 1988 bombing over Lockerbie, Scotland, despite the official U.S. position that Libya was the culprit — immediately began contacting members of Congress and reporters to alert them to the potential waiver for Syria. By Wednesday night they said they had received assurance that no waiver would be granted.

"It is up to the president to make the final decisions," Mr. McCurry said.



BOMBING IN EGYPT — Police inspecting damage from a bomb Thursday outside a Commercial National Bank branch in the Cairo suburb of Muhandiseen. One person was hurt. The militant Islamic Group has planted about 10 bombs near banks in a campaign against usury.

### COCOM: Cold War Watchdog Dies

Continued from Page 1

said Russia was reconsidering whether to join a partnership program.

A brief statement at the end of the meeting said that governments would attempt to ensure that weapons of high-technology goods with potential military applications were not sent to regions where they could "contribute to the development or enhancement of threatening military capabilities."

The Clinton administration's announcement in computers and telecommunications equipment surprised and pleased industry officials meeting in Washington.

The agreement to keep some restrictions in place reflects the fact that "we still live in a world of hazards," said Robert E. Rubin, head of the White House National Economic Council, who announced the new policy. Underlining the tug of administration's export policy, he also stressed President Bill Clinton's desire to help U.S. companies compete abroad.

Despite the continuing cooperation on weapons proliferation policy, each country is now free to make its own decisions about what to export.

U.S. business feared that they

would face tighter restrictions than competitors in Europe and Japan on exports of "dual-use" technology, which can have both civilian and military applications.

In previous administrations, the U.S. desire to take the lead in controlling weapons proliferation led to export bans or tough licensing requirements on some conventional high-tech products that could be purchased off the shelf in many foreign countries.

The announcement on telecommunications and computers appeared to sweep most of those concerns away for U.S. computer and telecommunications companies meeting in Washington.

"We're quite happy," said Greg Garcia of the American Electronics Association. "I'd give the administration a cigar — a Cuban one if they weren't embargoed. This is a good deal for us."

"A home run," said Christopher Padilla, a Washington government affairs official at AT&T Corp., which has been seeking permission to sell high-speed digital telephone switches to China and Russia. It now has a green light to do so, he said.

According to U.S. industry analysis, Russia proposes to purchase \$10 billion dollars' worth of telecommunications equipment over the next three to four years. China's ambitions are even greater: It may spend \$40 billion by the end of the decade, according to AT&T.

"This announcement means that American companies can now participate in these enormous markets," said Mr. Padilla.

Instead of requiring item-by-item export licenses, which had been challenged by scientists who studied the striking variations in the size of afarensis fossils and decided they were too pronounced to be included in one species.

In the alternative view, larger-boned individuals represented a separate "robust" species, now extinct, which lived at the same time as the smaller species, represented by Lucy, that evolves into the Homo lineage, leading eventually to modern humans, *Homo sapiens*.

In this view, the two distinct lines — one leading to humans and the other to the australopithecines, a branch that became extinct 1 million years ago — had already diverged by 3 million years ago.

Like many paleontologists, Mr. Kimbel's group thinks that primitive upright-walking hominids — bumanns and their extinct ancestors and relatives — did not diversify into discrete lineages until some time in the half a million years after

the 3-million-year-old skull.

After an analysis of recent fossil discoveries, Mr. Kimbel's group attributed the size differences to sexual dimorphism.

### HEBROW: 160 International Observers to Be Stationed in West Bank

Continued from Page 1

administration for a tougher public posture on North Korea, as some conservative lawmakers and former Bush administration officials have also urged. His view is not shared by some officials at the State Department and the State Department, who have argued that war can best be avoided by eschewing harsh rhetoric.

In blunt terms, Mr. Perry said that "we're looking at two very grim alternatives" in North Korea. He said one possibility was that the North Koreans could amass within several years a substantial arsenal of nuclear war

## Pressing Matter in Siena: Olive Oil

By Kate Singleton

**S**iena, Italy — "My mother, who was very devout, used to pray for the grace to collaborate intelligently with destiny," explains Tita Simonelli during an uncharacteristic pause in the round-the-clock supervision of the family olive press at San Quirico d'Orcia, due south of Siena.

"When I married into the Simonelli family rather over 50 years ago, I realized that if I could do something for the community while helping run my husband's properties I would be respecting my mother's precept. The family has owned the olive press for centuries, but my aim is to see San Quirico recognized as the producer of Italy's finest olive oils."

Simonelli, whose diminutive person contains an energy that would be surprising in someone half her age, is too self-effacing to admit that the success of the San Quirico press is largely due to her persistent efforts. But she is rightly proud of the fact that last year her olive oil was voted among the country's top 20 at the Verona Agricultural Fair. "It's a question of traditional methods and the quality of the oil is immediately perceptible. The best cold-pressed virgin olive oil recalls the finest chateau wine. It's a universe in its own right, a food rather than a dressing."

The fact that we only press local olives is very important, and has made us unpopular in the past. When the olive trees of most of Tuscany were frozen to death in the bad winters of 1985 and 1986, our press lay fallow for two years. We refused to bring in olives from Puglia, as so many did, and sell the product as our own. In fact we're trying

growing areas have their own *frantoio*, or olive press, and will usually take a fee in oil for pressing other people's olives.

The olives, with their stones, are first washed and cleaned, and then ground between two huge millstones into a brown sludge that can be extruded from the other end of the press in controllable quantities. The pulp can thus be evenly distributed around the perimeter of large disks made of coconut rope or reed, with a central hole that allows them to be fitted one on top of the other over a central pivot.

When pressed, the olive pulp on the loaded pivot will release about 60 percent of its original weight in liquid. About 15 percent of this will be oil, which is separated from the water by means of centrifugal spinning.

This is the first oil, of the finest quality: cold-pressed virgin olive oil that will be a deep, slightly murky green, initially almost peppery to the taste, then gradually growing clearer and more distinctive in flavor. Relatively little oil is produced from this first pressing, so it is fairly expensive. However, when compared with industrially pressed olive oils, its value is immediately perceptible. The best cold-pressed virgin olive oil recalls the finest chateau wine. It's a universe in its own right, a food rather than a dressing.

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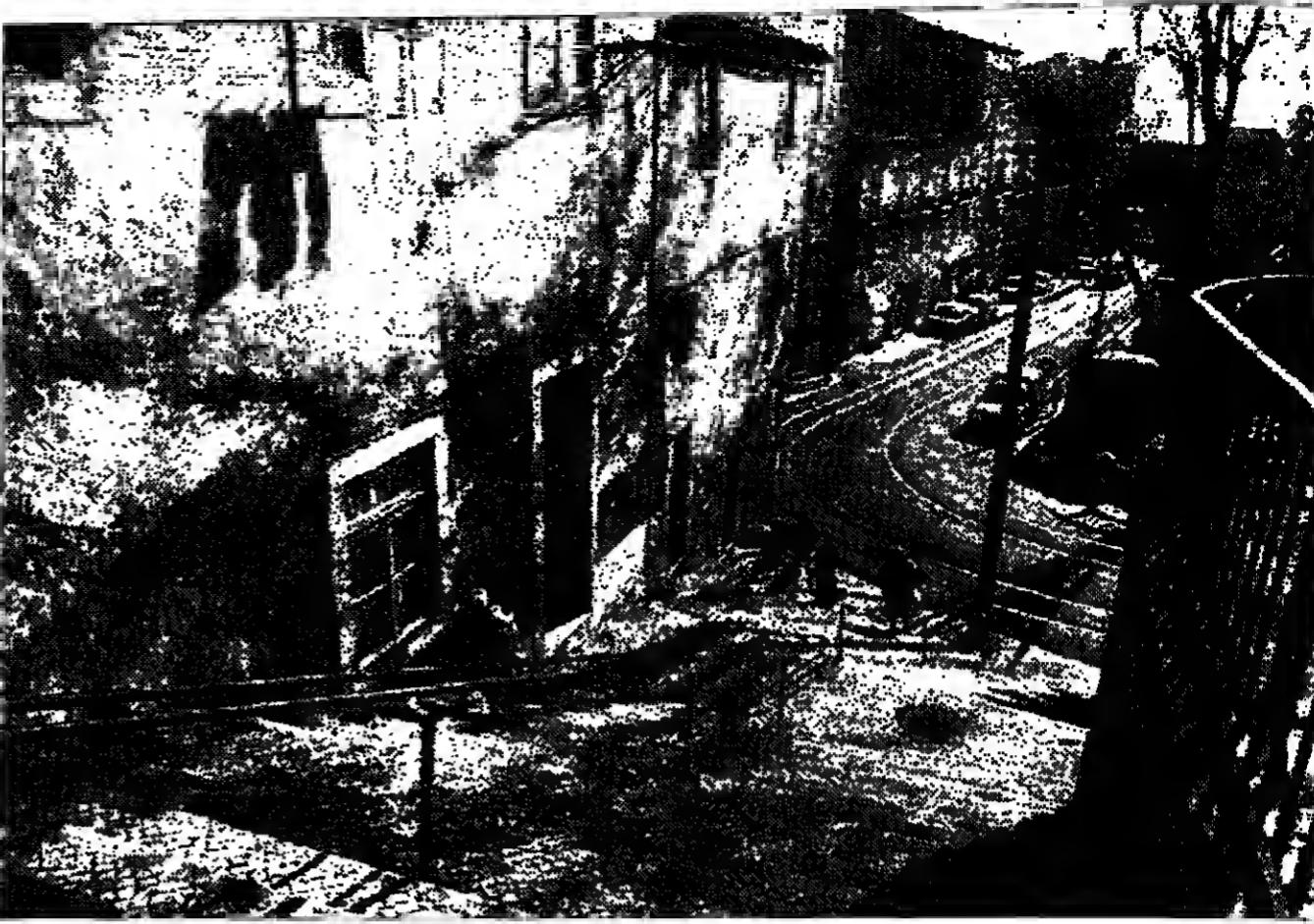
to get a proper DOC label recognition for all genuine, locally produced, cold-pressed virgin olive oils. Then consumers will be guided in purchasing a product they're still unfamiliar with, even in Italy."

In fact, outside the prime olive regions of Tuscany and Umbria, not all Italians know what good olive oil is really like. Indeed, few supermarket shoppers putting a bottle of "Italian Olive Oil" in their carts realize that they are probably buying an inferior by-product. For the pulp from the first pressing is generally sold to manufacturers catering to the mass market that subject this residue to a further two or three "extractions" using first heat and then acids.

**A**LTHOUGH small concerns like the San Quirico olive press are not equipped to deal with consumer education, certain major stores in big cities both in Italy and elsewhere are now wooing potential customers through olive oil tastings held in their food halls. This is the case of Harvey Nichols in London, for instance, which has discovered that discerning eaters won't go back to lesser products once they've tried the real thing.

So as awareness and the demand gradually increase, Tita Simonelli is ensuring that a century-long tradition will continue. Her granddaughters are there to help. Camilla, a student of architecture, has drawn the olive trees and the stone press that embellish the labels. And Flavia is quietly taking on some of the responsibilities of running the press.

Kate Singleton lives in Italy and writes frequently on cultural affairs.



Despite a limited budget, Lisbon is trying to live up to its designation as the 1994 Cultural Capital of Europe.

## THE MOVIE GUIDE



Sophie Thompson and David Haig in "Four Weddings and a Funeral" and Kirk Douglas in "Greedy."

### Every Day Is Summer Vacation

Directed by Shusuke Kaneko. Japan.

Films about the dysfunctional Japanese family have come to constitute a minor genre in the cinema scene. Ever since Ozu, the film family falling apart has been a theme, but there has recently been a rash of comedies about rupturing households, "The Crazy Family," "The Yen Family," "The Hit-and-Run Family" and "The Family Game" among them. Now Shusuke Kaneko (who directed "Summer Vacation: 1999") tells us about a high-level father who simply drops out, becomes a neighborhood house-helped and encourages his teenage daughter to quit school and come along as sidekick. Mother sees the breakup as opportunity, puts on her best kimono, goes out to work the Akasaka clubs, and lets the neighbors gossip. In the end father's business is burgeoning, daughter is blossoming and a new family has formed — one completely outside of Japanese society. Writer-director Kaneko took his idea from a popular comic strip and has appropriately

made his picture in the shape of a manga, with two-dimensional characters, head-on talks to the camera, off-compositions and editing that shuffles the scenes right along. A lot of empty stereotypes are sent up and a lot of vacuous sociological conclusions are put down as the exploding family finds success Japanese-style. (Donald Richie, *IHT*)

### Greedy

Directed by Jonathan Lynn. U.S.

"Greedy" stars Kirk Douglas in his worst movie since "Tough Guys" and maybe his worst ever — as Uncle Joe, a crabby scrag metal tycoon with roughly \$20 million in the bank and a flock of scavenging relatives just waiting for him to keel over. Of course, Joe is well aware of their designs, and, for years, has used their remorseless greed as a sure-fire way of manipulating them for his own amusement. His latest plot hinges on the presence of a blatantly unregistered nurse named Molly (Olivia d'abo). Once they lay eyes on the shapeless Molly, the relatives — played by Ed Begley Jr., Colleen Camp, Bob Balaban and a sadly ill-used Phil Hartman, among others —

are convinced that Joe plans to leave all his dough to her. They decide to make one last-ditch effort. If they can find little Danny — the darling tyke who used to entertain Joe with his Jimmy Durante impersonation and remains the only member of the family Joe likes — they could pit him against Molly and keep Joe's money in the family. Danny, played charmlessly by Michael J. Fox, has grown up to become an unsuccessful professional bowler who is ready to call it quits — that is, if he could find some other way to pay the bills. All the ingredients are in place for a farcical romp around the themes of family and greed, but Jonathan Lynn ("My Cousin Vinny") takes an approach to comedy that is grotesquely broad. Fox is getting too old for these cutsey-pie roles, and as Danny's wife, Nancy Travis is forced to react to situations for which there are no plausible human reactions. (Hal Hinson, *WP*)

### Four Weddings and a Funeral

Directed by Mike Newell. U.K.

If ever a film resembled a wed-

ding cake it is "Four Weddings and a Funeral," a multi-tiered confection with a romantic spirit and an enchantingly pretty veneer. Elegant, festive and very funny, this deft English comedy also constitutes a remarkable tightrope act on the part of Mike Newell ("Enchanted April"), who directed, and Richard Curtis ("The Tall Guy"), the screenwriter. In a feat of daring showmanship, they confine their film's central love story to the events described by the title, veering off only occasionally to nearby hotels or shops for wedding-related gambits. That conceit would seem strained if it didn't prove so unexpectedly graceful and inspired. Although "Four Weddings and a Funeral" brings to mind other films as diverse as "A Wedding" (for its misapplied party atmosphere) and "Peter's Friends" (for the collegiality of its English ensemble players), it has a light, engaging style that is very much its own. Much of the mood is set by Hugh Grant's Charles, whose dapper good looks and bucolic manner make him understandably popular as a best man.

(Janet Maslin, *NYT*)

### Accommodation

### Camps

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# EEJSURE

## Cutting Flight Costs: Don't Always Go to Nearest Airport

By Roger Collis  
International Herald Tribune

**T**RAVEL decisions are made on a shifting equation of cost, time, convenience and comfort — plus the overriding criterion of earning and redeeming frequent-flier awards!

But when cost counts most, seasoned travelers flying from Europe to Asia or America know that the cheapest distance between two points is usually via a hub in a neighboring country.

"Cross-border hubbing" is the way to exploit the huge differences between fares in weak and strong currencies, plus the fact that most airlines offer their best deals in someone else's backyard. Lufthansa and SAS fight for cross-border traffic over Frankfurt and Copenhagen; Lufthansa and Swissair over Zurich and Frankfurt; Air France and British Airways over London, Manchester and Paris, and BA and KLM on London and Amsterdam.

Cross-border hubbing often combines cheaper fares with convenience. Unless you

start from a major hub, you have to change planes somewhere. So why not in a neighboring country?

Ask somebody who lives in Norwich how to get to New York and the chances are you will be advised to avoid Heathrow and take a flight via Schiphol, arriving at JFK in early afternoon.

Traveling from Bristol to New York your

best bet is through Dublin; from Zurich to Kinsbasa I would connect in Brussels while from Nice to Delhi I would choose Rome.

This strategy can save up to 50 percent of the cost of a nonstop flight from your point of departure where they exist.

It sometimes pays to pay full fare, especially when you are able to use the flexibility — not only by being able to switch flights and carriers, change the routing once your journey has commenced and make unlimited stopovers, and under IATA rules travel up to 25 percent more miles between two points free, or for a small surcharge.

A full-fare ticket can also qualify you for

half-price partner fares, two-for-one offers, upgrades and higher mileage credits.

Some airlines offer a free stopover to long-haul passengers paying the full first or business-class fare who travel through their main hubs.

Flying first or business class with Iberia earns you its Madrid Amigo package: a night in a five-star hotel, limo transfers and dinner at a flamenco show. The condition is that you must be connecting with Iberia to or from an international flight.

Air France has a similar offer to tempt people traveling from Mexico City to Madrid to stop over in Paris.

The SAS "executive stopover" package in Copenhagen and Stockholm is free to full-fare business-class people on intercontinental flights with onward connections out of Scandinavia.

Stopovers are not usually permitted on a consolidator ticket. But you can sometimes turn a connection into a stopover under the 24-hour rule.

If you can arrange to arrive on a late flight so that there is no onward flight that day, you can stay the whole of the next day.

provided you leave within 24 hours of arrival. Airlines will normally give you a meal for connections of more than two to three hours. And you may strike it lucky with a free hotel room.

London is the most expensive of all major European capitals in which to buy a full-fare, round-trip, business-class ticket to New York. This will cost you around \$3,000, compared with \$2,780 from Paris; \$2,400 from Frankfurt, and \$1,400 from Athens.

On the other hand, a full-fare business-class round-trip to Tokyo is most expensive in Zurich: \$5,370, compared with \$4,732 in Loodoo, \$4,149 in Madrid, and \$3,926 in Rome.

The cross-border strategy should be to buy your long-haul round-trip in the local currency of your chosen hub, then buy a separate round-trip ticket to get you there. This is to avoid paying the "higher intermediate" fare according to IATA rules. Although by the same rules you may be able to save money by making two separate roundtrips on one ticket: a device known as "combined ticketing."

Lufthansa quotes London-Los Angeles

business-class round-trip via Frankfurt for £2,835 (about \$4,250), saving £419 on the nonstop fare.

Traveling business class London-New

York via Dublin, for example, will save you £255 on a round-trip; London-Boeing Aires via Madrid will save you £560 on the full nonstop round-trip of £3,376.

Buying a consolidator fare can save you even more. A consolidator ticket is normally valid for a year and flexible, except that you can't change to another carrier. But flying London-Boeing Aires business class (via Madrid) with Iberia will cost only £2,296, saving £1,080 on the published nonstop fare.

Flying via Rome with Alitalia could save you about £1,500 (if you can live with only three flights a week between Rome and Buenos Aires.)

**W**AGONLIT quotes 21,130 francs (about \$3,700) for a round-trip business-class ticket Paris-Singapore with Lufthansa via Frankfurt against a published fare of 29,960 francs. And Paris-Bangkok for 17,740 francs against 25,530.

They can also sell you a round-trip busi-

ness-class London-New York via Amsterdam on KLM or Northwest for about £1,300 against £1,164 for the published fare.

Travelers based in Germany can save about 40 percent on round-trip business-class fares to destinations in Asia and North America by flying on SAS through Copenhagen.

You can buy a consolidator from seven major German airports to New York for 2,700 Deutsche marks (about \$1,625), against 4,322 marks for a full-fare nonstop flight; 3,450 marks to Seattle (against 6,412 marks); 3,750 marks to Bangkok (against 6,120 marks), and 4,800 marks to Hong Kong (against 7,110 marks).

German business travelers can buy a Frankfurt-New York round-trip (Concorde to and from Paris) with Air France for 7,432 marks (instead of 9,170, the full first-class fare).

But perhaps the most spectacular of all cross-border consolidation deals is traveling Concorde to New York with Air France. The round-trip from London (via Paris) costs £3,558, compared with British Airways Concorde from London at £5,180. And Air France will pick up the tab for a hotel room on the way back.

### THE ARTS GUIDE

#### AUSTRIA

**Vienna**  
Albertina, tel: (1) 53-48-30, open daily. Continuing/To May 23: "Rokoska: Das Frühwerk," 200 of the Austrian painter's early drawings and watercolors created from 1898 to 1917.

Kunstforum der Bank Austria, tel: (222) 531-24, open daily. Continuing/To June 5: "Chagall bis Picasso: Meisterwerke aus dem Guggenheim Museum New York," 70 major paintings and sculptures representing the various artistic tendencies of the 20th century; Cubism with works by Picasso and Braque, Expressionism represented by Kandinsky and Nolde, Constructivism in the paintings of Mondrian and Klee, and later artists such as Dubuffet and Bacon.

#### BELGIUM

**Brussels**  
La Monnaie, tel: (2) 218-1211. Britain's "Peter Grimes." Directed by Willy Decker, conducted by Antonio Pappano, with William Cochran, Gregory Yurinich and Xenia Konecak. April 19 (premiera), 22, 24, 27 and 30.

Musées Royaux d'Art et d'Histoire, tel: (2) 741-7202, closed Mondays. To April 24: "Charles Quint: Tapissier et Armurier des Collections Royales d'Espagne." Features tapestries from the Brussels manufactures in the 16th century, as well as weapons and armor that belonged to Charles V of the Roman Holy Empire and the Catholic Kings.

#### BRITAIN

**Cambridge**  
The Fitzwilliam Museum, tel: (223) 332-900, closed Mondays. To April 10: "Drawings by Sculptors." Focuses on the role of drawing in the sculp-

tor's art from the 16th to the 20th centuries, and includes drawings and sculptures by Rubens, Matisse and Hepworth.

**Glyndebourne**  
1994 Festival, April 6: General booking by post open for the summer festival featuring Mozart's "Il Nozze di Figaro," and "Don Giovanni," Tchaikovsky's "Eugene Onegin," Britten's "Peter Grimes" and Stravinsky's "The Rake's Progress," for 15 performances between May 26 and July 15.

**London**  
English National Opera, tel: (71) 826-3161. Tchaikovsky's "Eugene Onegin." Restaged by Julia Hollands, conducted by Alexander Polianichko, with Peter Coleman-Wright, Ross Mannon and Bonaventura Botella. April 7, 9, 14, 16, 19, 22, 27 and 30.

Tate Gallery, tel: (71) 887-8000, open daily. Continuing/To May 8: "Picasso: Sculptor/Painter." The exhibition features 168 sculptures, paintings, drawings and ceramics, focusing on the relationship between Picasso's sculpture and painting from the early works of the Cubist period to the monumental pieces of the 1950s and 1960s.

**Manchester**  
The Whitworth Art Gallery, tel: (61) 273-4965, closed Sundays. To June 2: "Arabesques: French Hand-Printed Wallpapers, 1770-1800." Features more than 50 papers depicting nature, mythology and erotic subjects.

#### CANADA

**Montreal**  
Musée d'Art Contemporain, tel: (514) 847-6226. Continuing/To April 24: "Robert Doisneau: A Retrospective." A tribute to the French photographer, including 250 photo-

graphs taken between 1929 and 1992.

**CZECH REPUBLIC**  
Prague  
1994 Festival, April 6: General booking by post open for the summer festival featuring Mozart's "Il Nozze di Figaro," and "Don Giovanni," Tchaikovsky's "Eugene Onegin," Britten's "Peter Grimes" and Stravinsky's "The Rake's Progress," for 15 performances between May 26 and July 15.

**DENMARK**  
Copenhagen  
Det Kongelige Teater, tel: 33-14-10-02. Mozart's "Così Fan Tutte." Conducted by Andrew Greenwood, with Randi Stene, Jorgen Ole Borch and Gert Henning-Jensen. April 12, 15 and 19.

**FRANCE**  
Nantes  
Musée des Beaux-Arts de Nantes, tel: 40-41-65-65, closed Tuesdays, To April 25: "Tony Cragg: Dessins." Recent drawings by the British sculptor. The exhibition will travel to Saarbrücken, Germany and St. Gall, Switzerland.

**PARIS**  
Centre National de la Photographie, tel: 53-76-12-32, closed Tuesdays, To May 9: "Brassai à Surrealisme." 160 photographs dating from the 1930s to the 1950s, including portraits of artist friends such as Picasso, Matisse and Michaux, and photographs of Paris by day and by night.

**Grand Palais, tel: 44-13-17-30, closed Tuesdays. Continuing/To June 13: "Le Soleil et l'Étoile du Nord: La France et la Suede au 18e Siècle." Paintings, sculptures, art objects and architectural designs showing**

ing cultural exchanges between France and Sweden under the reign of King Gustav III in his efforts to emulate the Court of Versailles.

Musée d'Art Moderne de la Ville de Paris, tel: 47-23-61-27, closed Mondays. To July 17: "La Beauté Exacte: De van Gogh à Mondrian." 250 works, including 150 paintings, by 12 Dutch artists including Pyke Koch and Charley Toorop, in the first half of the 20th century. Also, to June 12: "Du Concept à l'Image." Works by 100 Dutch artists since 1970, including Jan Dibbets, Ge van Elk, Niek Kemp and Mark Manders.

**Saint-Germain-en-Laye**  
Musée des Antiquités Nationales, tel: (1) 34-51-53-65, closed Tuesdays, To July 16: "Vercingétorix et Alesia." Artifacts from the Gauls period, including weapons, jewels and vases. The exhibition also includes a model of Alesia where Vercingétorix was besieged and defeated by Caesar's troops, as well as 19th-century paintings celebrating the Arvani chieftain.

**GERMANY**  
Berlin  
Staatsoper Unter den Linden, tel: (30) 203-544-94. Cimarosa's "Il Matrimonio Segreto." Directed by Henning Brockhaus, conducted by Asher Fisch with Gerd Wolf, Eifrat Ben-Nun and Laura Alkin. April 6, 7, 14, 15 and 24.

**Cologne**  
Oper der Stadt Köln, tel: (221) 221-8221. Strauss's "Ariadne auf Naxos." The Jean-Pierre Ponnelle's production, conducted by John Flora with Alessandro Marc, Doloras Ziegler and Peter Svensson. April 20.

**Munich**  
Bayerisches National Museum, tel: (89) 211-24-1, closed Mondays. To May 29: "Silber und Gold: Augs-

burger Goldschmiedekunst für Die Habsburger." Silver and gold objects were created in Augsburg for the European courts in the 17th and 18th centuries.

#### ISRAEL

**Jerusalem**  
The Israel Museum, tel: (2) 708-811, open daily. To Aug. 29: "Back to the Shtetl: An-Sky and the Jewish Ethnographic Expedition" (1912-1915). A collection of artifacts before World War I, centering on objects collected by the ethnographic expedition and kept in the State Ethnographic Museum in St. Petersburg.

**ITALY**  
Prato  
Centro per l'Arte Contemporanea Luigi Pecchi, tel: (51) 570-820, closed Tuesdays. To May 16: "Felti: Comuni a Leopoldo." Features costumes from Fellini's films, as well as a series of other designers' creative works showing Fellini's influence.

**Rome**  
Palazzo Ducale, tel: (41) 522-49-51, daily. Continuing/To May 8: "Arte Islamica in Italia." A selection of objects borrowed from major Italian collections which outline the development of Islamic art throughout the centuries. It includes bronzes, silver and gold objects, crystals and carpets.

#### JAPAN

**Osaka**  
Navi Museum, tel: (6) 316-1343, open daily. To April 13: "Modigliani et l'École de Paris." Features 10 oil paintings and sketches by Modigliani and 65 pieces by some of the foreign artists who were centered in Paris, such as Kisling and Soutine.

**Tokyo**  
Soko Museum of Art, tel: (045) 465-3261, closed Tuesdays. To June 20: "National Gallery of Scotland Collection." The 80 works on display include 66 European oils from the 16th century to the present and 14 works by Scottish painters.

**SPAIN**  
Madrid  
Teatro de la Zarzuela, tel: 429-8225. Verdi's "Il Ballo in Maschera." Directed by Guy Joosten, conducted by Louis A. Garcia Navarro, with Sven Use, Louis Lima and Juan Pons. April 21, 23, 26 and 28.

#### UNITED STATES

**New York**  
Metropolitan Museum of Art, tel: (212) 570-3951, closed Mondays. To April 24: "Raoul Hausmann." 250 works by the Austrian-born artist (1886-1971), a representative figure of Berlin Dadaism around 1916. The exhibition will travel to Berlin.

#### SWITZERLAND

**Basel**  
Antikenmuseum Basel, tel: (61) 271-2202, closed Mondays. To June 26: "Pompeii Wieder Entdeckt." Wall-paintings, sculptures, jewelry and pottery buried at Pompeii after the eruption of Mt. Vesuvius in A.D. 79, and recently excavated.

#### SINGAPORE

**Empress Place Museum, tel: 336-73-33, open daily. Continuing/To July 1994: "War and Ritual: Treasures of the Warring States." An exhibition of Chinese bronze culture from the Warring States period (475-221 B.C.).**

**NETHERLANDS**  
Amsterdam  
Van Gogh Museum, tel: (20) 570-5200, open daily. Continuing/To May 29: "Pierre Puvis de Chavannes." More than 150 portraits, still lifes, landscapes and drawings by the French painter (1824-1898), known for his Arcadian themes and his murals on the Sorbonne, Pantheon and on city hall walls in Paris.

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# BUSINESS

International Herald Tribune, Friday, April 1, 1994

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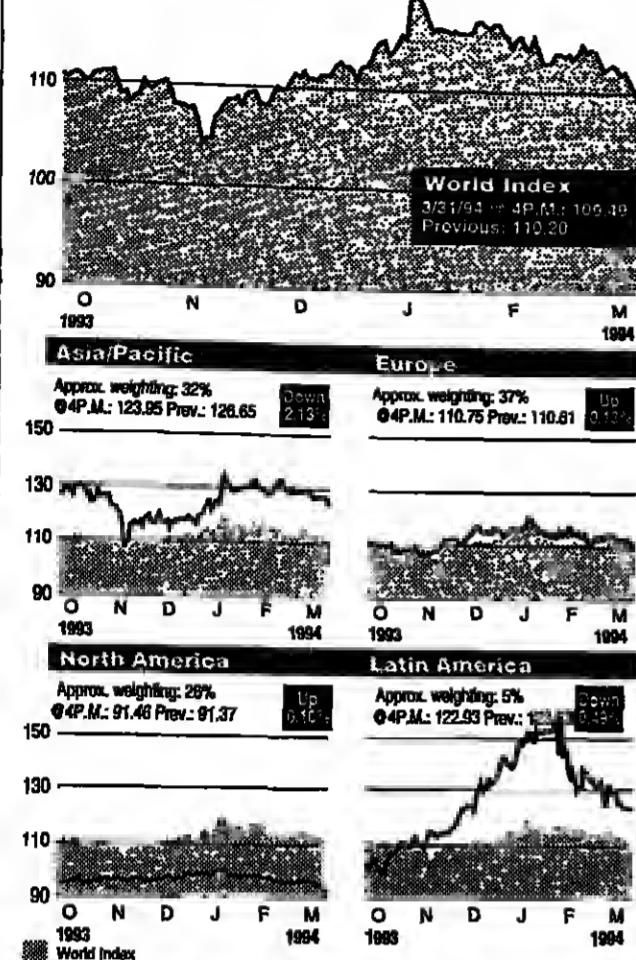
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## THE TRIB INDEX: 109.49

International Herald Tribune World Stock Index ©, composed of 280 internationally investable stocks from 25 countries, compiled by Bloomberg Business News. Jan. 1, 1992 = 100.

120



The index tracks U.S. dollar values of stocks in Tokyo, New York, London, and Argentina, Australia, Austria, Belgium, Brazil, Canada, Chile, Denmark, Finland, France, Germany, Hong Kong, Italy, Mexico, Netherlands, New Zealand, Norway, Singapore, Spain, Sweden, Switzerland and Venezuela. For Tokyo, New York and London, the index is composed of the 20 top issues in terms of market capitalization, otherwise the top 10 stocks are tracked.

Industrial Sectors							
	Then 4 P.M.	Prev. close	% change	Then 4 P.M.	Prev. close	% change	
Energy	106.08	106.41	-0.31	Capital Goods	109.73	109.85	-0.11
Utilities	121.73	122.54	-0.65	Raw Materials	119.07	119.68	-0.51
Finance	112.94	114.58	-1.43	Consumer Goods	95.98	96.13	-0.16
Services	116.81	117.41	-0.51	Miscellaneous	125.32	124.74	+0.48

For more information about the Index, a booklet is available free of charge. Write to Trib Index, 181 Avenue Charles de Gaulle, 92251 Neuilly Cedex, France.

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## The Bear Keeps Dancing

Most Investors Stay on Sidelines

By Lawrence Malkin

International Herald Tribune

NEW YORK — The Great Wall Street sell-off persisted Thursday, slowed only by collars on computerized trading and the voices of a few big securities houses insisting they could see the bottom soon.

But most buyers remained skeptical, staying off the market's roller-coaster, and a late rally by blue chips allowed the Dow Jones industrial average to post a mild gain, although most indexes were lower.

The Dow closed at 3,635.96, up 9.21 points from Wednesday when it had plummeted 72.27 points.

Bonds and stocks both had rallies early in the day that later faded.

A Chicago-area purchasing managers' report showing a 10 percent gain in industrial activity sparked inflation fears and helped push up yields on 30-year Treasury bonds as high as 7.19 percent.

The next stock market into a tailspin. The Dow Jones industrial average plummeted 63 points, which put it back to the program trading of the big institutional houses, whose fears of higher interest rates in a recovering U.S. economy are causing the sell-off. The Dow climbed back and the bond yield slipped back to close at 7.09 percent.

But the broad stock market was weak. The Nasdaq over-the-counter index fell 145 points to close at 743.46 and the American Stock Exchange index was off 2.43 points at 414.11.

Volume remained heavy on the Big Board, totaling 404.24 million shares, up from 390.06 million on Wednesday.

"It's not just the selling, it's that

people are just sitting on the sidelines and not buying," said Laszlo Birinyi, whose firm specializes in tracking program trading and other computerized market movements.

He explained that big traders were aggressively selling on programs linked to interest rates and other indicators.

Another factor was timing. It's

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## Clinton Gives Symbolic Boost To Electronics

By Erik Ipsen

International Herald Tribune

LONDON — President Bill Clinton's decision to lift the ban on the sale of high-end telephone and computer systems to China and the former Soviet Bloc countries drew praise from U.S. companies. But companies and analysts in Europe say the decision carries little more than symbolic importance.

"It is wishful thinking to say that in and of itself this decision will open the floodgates of American exports to these countries," said Even Miller, a telecommunications analyst with Lehman Brothers in London.

Russia does not have the funds to pay for state-of-the-art telephone and computer systems and U.S. companies have for years been skirting the regulations and exporting to other markets, analysts said.

"It is already a pretty competitive market in Eastern Europe and Russia," said John Cheetham, a spokesman for ICL PLC, a British computer maker. "I am not sure this will make much difference."

He noted there was fast-growing demand for the likes of personal computers and networks, but comparatively little for the hyper-sophisticated and pricey state-of-the-art systems that had been the subject of the ban.

In eastern Europe, American companies not only sell computers, they dominate the market. Jim Tully, an analyst at Dataquest Europe, said the two largest foreign computer vendors in eastern Europe and the former Soviet Union are International Business Machines Corp. and Hewlett-Packard Co. Other U.S. companies, such as Uyisys Corp., also are enjoying some success in the region, he said.

Similarly, in China, the world's fastest-growing tele-

communications market. Another factor was timing. It's

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American Telephone & Telegraph Co. has been active for years. James Golob, an analyst with S.G. Warburg & Co. in London estimates that AT&T's business in China already runs to several hundred million dollars a year, largely in transmission systems. Motorola Inc., meanwhile, ranks as one of the strongest competitors in China's cellular phone market.

With a telecommunications market that is expected to see as much growth as the rest of the world combined — from 35 million lines now to 100 million by the end of the century — every telephone company in the world is already competing in China. The prize the likes of Alcatel Alsthom, AT&T, LM Ericsson AB, Siemens AG and others are fiercely fighting for is a share of the spending that is estimated to total \$40 billion by the year 2000.

Mr. Clinton's decision will broaden the range of product offerings from America's top entrants in that market. As such it has won kudos from them. But the already crowded market and the fact that the Americans, in spite of the restrictions and needs for cumbersome export licenses have been there for years anyway, will greatly moderate that impact.

The incremental effect of the lifting of the ban can be seen in some of the figures bundled about in the last day or two. For instance, Christopher Padilla, a Washington-based government affairs specialist for AT&T, predicted that the lifting of restrictions would mean \$100 million a year in new sales for his company. But observers were quick to point out that for the world's largest telephone company, such gains, while certainly welcome, rank as decidedly small.

Mr. Miller said that of far greater significance than the ban's end is the question over

See EXPORT, Page 10

## Pearson to Make a Bid For U.S. Software Firm

Compiled by Our Staff From Dispatches

LONDON — Pearson PLC, the British media conglomerate, said Thursday it planned to expand into interactive media by buying the U.S. software publisher Software Toolworks Inc. for \$462 million.

Pearson said it would soon make a tender offer at \$14.75 for each of Software Toolworks' 29.5 million shares outstanding.

The offer is conditional on more than 50 percent of the shares being tendered, which analysis pointed out left open the possibility of a rival bid.

Software Toolworks' shares were quoted Thursday afternoon in national over-the-counter trading at \$14.25, up \$4.25. Pearson's shares fell 21 pence in London, to 645 pence (\$9.55).

In the nine months ended Dec. 31, Software Toolworks had a pre-tax profit of \$6 million on sales of \$101.9 million.

Pearson's managing director, Frank Barlow, pointing out that the price being offered was below Software Toolworks' peak of more than \$17 a share reached in October 1993, said, "We're not getting in at the top, and what we're buying is a share of the spending that is already in progress."

Pearson said it expected the acquisition to "mildly" dilute its

earnings per share in 1994. It said the transaction would be paid for with cash and some of Pearson's existing debt.

The acquisition would give Pearson, which also publishes the Financial Times newspaper and is an investor in the EskyB satellite broadcasting service, entry into the rapidly growing market for video and computer games and would help it strengthen Exetel, the financial information service it bought in December.

"When you get beyond the multimedia hype, this is about publishing," said Robert Jolliffe, an analyst with Hoare Govett in London. Pearson, he said, is gaining access to skills and expertise to build on its existing businesses.

The proposed acquisition is the latest example of print publisher looking for ways to shore up their traditional business. Time Warner Inc., for instance, also supports two makers of video game machines, Atari Corp. and SDO Co.

Pearson said that spending in the United States on interactive media formats had increased three times as rapidly as spending on traditional media formats in the past five years.

(Bloomberg, Reuters)

## Deutsche Bank Gains Abroad

By Brandon Mitchener

International Herald Tribune

FRANKFURT — Deutsche Bank AG boosted its operating profit 15.7 percent in 1993 and expects to match the "good results" in 1994 but is earning most of its money abroad, chairman Hilmar Kopper said Thursday.

Consumer groups have accused Deutsche Bank, Germany's largest, and other big German commercial banks of reaping record profits by milking retail customers, aiding tax evaders and refusing to pass along low interest rates to consumers.

But Mr. Kopper, citing growing competition, high costs, high defaults on loans and extraordinarily high provisions against future loan losses, said the bank's German operations "had a terrible year."

"Deutsche Bank also suffered from the recession," but while Germany suffered, foreign subsidiaries boosted earnings by 63 percent in the year, he said.

He declined to give a detailed geographical breakdown, but said that domestic operations currently contribute less than 40 percent of group income, down from well over 50 percent a few years ago.

Operating profit totaled 5.3 billion Deutsche marks (\$3.16 billion) after risk provisions, which rose 74 percent from a year earlier, to 3.3 billion DM. Nearly all the provisions were made in order to cover defaults on loans to German corporate customers.

As for 1994, Mr. Kopper said it would be "irresponsible" to expect substantially higher earnings, a sentiment which analysts say applies to all German banks.

"Even if the economy appears to be escaping recession, experience shows that banks tend to feel the result of the crisis far into the recovery," Mr. Kopper said.

Mr. Kopper said Deutsche Bank was reaching its growth competition in Germany and elsewhere by diversifying geographically and away from "classic banking" general.

Off-balance sheet business, including fee-based trading, totaled 1.34 trillion DM in 1993, 2.4 times the balance sheet total of 557 billion DM, he noted. For Swiss and American banks, off-balance sheet operations are 7 and 30 times larger, he noted.

Analysts said Deutsche Bank's results bode well for its rivals, Dresdner Bank AG and Commerzbank AG, which are scheduled to report their earnings over the next two weeks. Dresdner Bank is expected to report a 12 to 18 percent increase in operating profit, while Commerzbank is expected to post a rise of 15 to 19 percent.

important market outside North America.

But the shift to networks is occurring more slowly in Japan than elsewhere, giving IBM Japan more of a chance to respond.

After losing market share in recent years to NEC and Fujitsu, it gained position last year in personal and the larger engineering-workstation computers.

IBM Japan was sixth in workstation shipments, with 4.7 percent of the market in 1993, up 0.1 point from 1992, IDC Japan, a market research company, said Thursday.

As in the United States, IBM was caught without any competitive small computers in Japan, its most

(AP, AFP, Reuters)

## IBM Japan, Posting '93 Loss, Cites Restructuring

Compiled by Our Staff From Dispatches

TOKYO — IBM Japan Ltd., long an important source of profit for its U.S. parent, on Thursday reported its first annual loss, a 1993 deficit of 23.5 billion yen (\$228 million) that it blamed on restructuring costs and its consolidated figures.

The company said its consolidated revenue in Japan alone rose 1.0 percent, to 903.2 billion yen, but revenue from exports dropped 7.1 percent, to 334.7 billion yen.

IBM Japan's exports are mainly parts that are sold to other IBM operations and priced in dollars.

The yen's appreciation against the dollar during the year meant that IBM Japan received fewer yen for those exports.

Junc Namioka, a spokeswoman for IBM Japan, said the unit had met its goal of selling 200,000 personal computers last year and 200,000 this year.

IBM Japan said it took an extraordinary charge of 49.1 billion yen last year, mostly for restructuring costs.

While avoiding the layoffs imposed by its parent — which aims to cut its work force to around half of its 1986 peak — IBM Japan cut nearly 2,000 positions last year through attrition and early retirement, leaving it with 23,216 employees as of Dec. 31, including workers assigned to subsidiaries and affiliates, its spokeswoman said.

## Bank Negara Suffers Massive Trading Loss

Compiled by Our Staff From Dispatches

KUALA LUMPUR — The Malaysian government said Thursday it was considering firing its central bank governor after the bank disclosed a 5.7 billion ringgit (\$2 billion) loss from a disastrous foray into international currency markets last year.

Deputy Prime Minister Anwar Ibrahim, who also is the finance minister, said he was studying a letter from Governor Jaffar Hussain before deciding whether to replace him. Mr. Jaffar said he took

full responsibility for the losses and hinted he would quit.

"I suppose that is the most reasonable thing to do," he said.

Mr. Jaffar also said Bank Negara had closed its forward-contracted foreign exchange positions and would only deal in spot transactions from now on.

"An unfortunate chapter in the bank's history is now closed," Mr. Jaffar said.

The 35-year-old bank also reported its first-ever operating loss last year of 712 million ringgit, mainly because of having to mop up 66 billion ringgit in excess liquidity that gushed in to speculate on the local currency.

Mr. Jaffar has been the central bank governor since February 1985. Under his stewardship, Bank Negara built a formidable reputation as a feared and aggressive speculator on international currency markets.

But 1993 marked the second year its dealings went awry.

The bank's 1992 currency trading losses were largely a result of the collapse in the pound when Britain withdrew from the European Monetary System's exchange-rate mechanism. Mr. Jaffar attributed the losses in 1993 to unwinding forward positions taken the year before.

"In the absence of perfect foresight, mistakes were made," Mr. Jaffar said. "But often, the price of inaction could be just as serious."

He said the bank's balance sheet remained strong, with total assets rising 68 percent, to exceed, for the first time, 100 billion ringgit.

Speculation is rife that a 53-year-old commercial banker, Ismail Zulkarnain, chairman of the Association of Banks in Malaysia, is a likely successor to Mr. Jaffar.

(AP, Reuters, Knight-Ridder)

## BLANCPAIN



## MARKET DIARY

## Trade Nervousness Pulls Down Dollar

Compiled by Our Staff From Dispatches

**NEW YORK** — The dollar slumped in active trading Thursday as the yen rose in anticipation of possible U.S. trade actions against Japan.

Several traders said the dollar would have nowhere to go but down if the two countries do not patch up their trade dispute soon.

"The dollar will stay low, because that's the playbook the Clinton

Foreign Exchange

ton administration has been to," said Paul Wong, head foreign exchange trader at Bank of Boston.

The dollar slipped to 102.70 yen from 102.84 Wednesday. With the dollar steadily heading closer to its record low of 100.40 yen, fewer traders see the 100-yen level as safe.

"It seems the dollar is trading off because of the nervousness in the stock market," said David Durst, vice president of Bear, Stearns & Co.

The dollar rose against the Canadian dollar despite rising Canadian interest rates. Investors sold the Canadian currency as concerns about that country's budget deficit and unsettled political climate.

The dollar rose to 1.3835 Canadian dollars from 1.3793 Wednesday. (AFX, Reuters)

## STOCKS: Investors on Sidelines

Confirmed from Page 9  
the last day of the quarter and it is a disaster," said Phil Orlando of First Capital Advisors. "Generally, you see some window-dressing, but it appears that now managers want to show cash and cut stocks, and they are dumping stocks regardless of quality and valuation."

Stock markets will be closed Friday for the Easter weekend, but

## U.S. Stocks

stock markets will be open briefly and are likely to react to the March employment figures, which are expected to show good job growth, if only to make up for the slowdowns resulting from severe winter weather earlier in the year. But the potential effect on bonds was enough to make some fund managers stay out of harm's way for the weekend.

Will Monday look better or, as it did on Black Monday in October of 1987, bring a collapse?

In reply, Vice Adm. Al Gore wisely repeated the old Wall Street chestnut on television Thursday morning, "Markets go up, and markets go down."

President Bill Clinton also tried to reassure investors. The Associated Press reported from San Diego, California: "No one believes that there is a serious problem with the underlying American economy," said after a bill-signing ceremony.

"Looking for bargains, David Shulman, Salomon Brothers Inc.'s chief U.S. equity strategist, raised

and cutting Japan's trade deficit — even though a high yen also would tend to depress a Japanese economy that Washington would like to see stimulated.

"The dollar-yen looks a one-way trade in the short term," said Amy Smith, an analyst at the consulting firm IDEA.

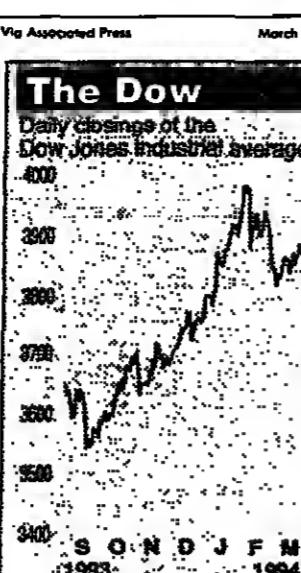
Against other major currencies, the dollar fell to 1.6740 Deutsche marks from 1.6751 DM on Wednesday, to 1.4137 Swiss francs from 1.4185 and to 5.7200 French francs from 5.7237. The pound rose to 5.7235 from 5.7145.

Some analysts said the past several days of tumbling stock prices also was a factor.

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The dollar rose against the Canadian dollar despite rising Canadian interest rates. Investors sold the Canadian currency as concerns about that country's budget deficit and unsettled political climate.

The dollar rose to 1.3835 Canadian dollars from 1.3793 Wednesday. (AFX, Reuters)



**The Dow**  
Daily closing of the  
Dow Jones Industrial Average

Source: Dow Jones & Co.

Indus. 30 3450.71 3450.65 3509.09 3436.94 -2.21  
Trans. 1260.24 1442.47 1598.52 1532.31 -2.21  
Util. 1245.00 1380.92 1372.15 1372.77 -2.21  
Com. 1301.16 1302.92 1372.15 1372.77 -2.21

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# Bank of France Lowers Rates, Drains Funds

Compiled by Our Staff From Dispatches

PARIS — The Bank of France said Thursday that it trimmed 10 basis points from its key intervention rate, which sets the floor for money market rates, taking it to 5.9 percent from 6.0 percent.

The central bank also drained 2.1 billion French francs (\$1 billion) from the interbank money market through securities repurchase agreements.

Although the move is a surprise because the central bank's monetary policy council is not scheduled to meet for another week, it showed that the policy of tracking the Bundesbank's small rate cuts is still in place, analysts said.

The cut in the intervention rate follows four successive cuts over the past five weeks by the Bundesbank in its 14-day repurchase rate, which most recently stood at 5.80 percent.

Some analysts said the Bank of France move shows increasing flexibility on monetary policy.

"It's a very good sign because it shows the Bank of France is prepared to anticipate what is going to happen in Germany," said Patrick Mange, an economist at Deutsche Bank in Paris.

An analyst at a French bank said the latest easing also showed a new flexibility toward the franc. In recent years, the Bank of France has

resisted cutting rates when the franc has been weak.

But Jean-Claude Trichet, the bank of France governor, has made it plain that although the economy remains weak, interest rates will be kept high enough to protect the franc and hold back inflation pressures. (Reuters, Bloomberg)

## ■ Unemployment Jumps

The Labor Ministry said Thursday that the number of people out of work in France rose 0.2 percent, to a record 3,312,300, in February, but the unemployment rate remained at 12.2 percent, news agencies reported.

Since February 1993, the number of registered jobless people in France has risen by 9.8 percent.

But the government also said the pace at which unemployment was increasing was slowing. Since November, the monthly rise in the jobless total has been less than 5,000, well below most of 1993, when the increases were as much as 45,000.

Unemployment, particularly among the young, is one of the thorniest issues facing the Conservative government of Prime Minister Edouard Balladur.

This week, after nationwide street protests, Mr. Balladur scrapped a wage law that allowed employers to pay young people less than the minimum wage. (Reuters, AP)

# Air France Sets Referendum

Compiled by Our Staff From Dispatches

PARIS — Air France's 42,000 employees will be called on to vote in a referendum ending April 11 on whether they approve the company's recovery plan, the airline announced Thursday.

The employees will be asked in the referendum the largest ever held by a French company, whether they would approve a plan offered on March 27 by the company. Eight unions out of 14 at the airline have not signed a framework agreement on the plan suggested by management.

Meanwhile, Air France workers blocked runways for one hour on Thursday at Orly airport, one of the two main terminals serving Paris, to protest proposed job cuts and a pay freeze.

The action, which led to delays for several flights, was led by about 200 members of the Communist-led General Labor Confederation.

A new dispute would be damaging to conservative Prime Minister Edouard Balladur, whose inaction during the violent Air France strike in October set a pattern for defeats in a succession of protests by students, fishermen and public-school advocates.

Air France lost 7.5 billion francs (\$1 billion) in 1993 and carries total debt of 37 billion francs. It has blamed the losses on the plunge in air travel after the Gulf War and price-cutting by competitors.

The Air France chairman, Christian Blanc, who replaced Bernard Attali after last fall's debacle, has proposed a three-year recovery program to revive the carrier.

It calls for a salary freeze, 5,000 job cuts and a capital increase of 30 billion francs. The government, which hopes to make Air France profitable and privatize it, will release

a large, unspecified sum if employees approve the plan.

The injection of state capital is almost certain to conflict with European Union competition rules and anger Air France's rivals, who have complained about previous capital boosts.

Mr. Blanc has tried to make the job cuts through attrition rather than mass layoffs.

The most contentious part of the plan may be the salary freeze through 1996. Also, all promotions will be put on hold this year and will depend on the progress of recovery in 1995 and 1996.

Mr. Attali's plan, which called for 4,000 job cuts, provoked protests both Paris airports and in the provinces last year, with angry workers virtually shutting down some airports. Mr. Balladur refused to support him and Mr. Attali resigned.

(AP, AFP, Bloomberg)

# Renault Profit Slims, but It AVOIDS Loss

Compiled by Our Staff From Dispatches

PARIS — Renault SA on Thursday reported lower profit in 1993, but the French automaker was still one of the few in its industry to avoid a loss in a year of double-digit sales declines in Europe.

Net attributable profit fell to 1.07 billion francs (\$187 million) from 1.68 billion francs a year earlier but was still much higher than many analysts' forecasts of around 400 million francs.

Renault, whose year was marred by the rejection of its planned merger with the Swedish car maker Volvo AB amid protests by Volvo shareholders, said it expected im-

proved results in 1994, although Chairman Louis Schweizer added, "This will depend on the development of the market and prices."

Some analysts have said Renault, which is expected to be sold to private investors on the Paris stock market next year, appears well placed for earnings growth, having brought costs down while altering its product mix to concentrate on selling its higher-priced cars.

In addition, its profit for 1993, although much slimmer than in 1992, contrasted with losses of more than \$1 billion posted by two of its biggest European competitors, Volkswagen AG and Fiat SpA.

Results last year were helped by income from financial items of \$37 million francs, contrasting with a loss of 43 million francs in that area in 1992.

But operating profit crashed to 609 million francs from 7.73 billion francs in 1992.

Renault said the market had already shown signs of recovery this year and said the bottom of the business cycle seemed to have been reached in the car and truck markets.

The debate among car makers is now on the shape of the recovery curve — will it be slow or sharp?"

Mr. Schweizer said.

(Reuters, AP)

He said he expected growth of 2 percent this year in the European car market. Car sales in Europe fell 18 percent in 1993.

Mr. Schweizer also said he expected an improvement in the results of Renault's bus and truck arm, Renault Vehicles Industries. He said the division was still expected to have a loss this year after a deficit of 1.4 billion francs in 1993.

Renault's consolidated revenue fell 7.8 percent to 169.8 billion francs, reflecting the drop in sales and weak prices. Sales of the automobile division fell 9.5 percent, to 130.2 billion francs. (Reuters, AP)

# France's Canal Plus Girds for Expansion in Pay Television

By Jacques Neher  
International Herald Tribune

PARIS — Appearing to reach a ceiling in its home market, Canal Plus SA of France said Thursday that it was gearing up for a major push into the pay-television market in Europe and outlined plans to launch a European culture and lifestyle channel for cable markets in the Americas and Asia.

Meanwhile, a 9 percent rise in 1993 earnings, to 1.2 billion francs (\$210 million), gave Canal Plus a sharp lift on the Paris Bourse. The stock, which closed on Wednesday at 976 francs, ahead of the earnings report, rose 1.2 percent, to 988 francs Thursday.

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Pierre Lescure, who took over as chairman of the pay-television broadcaster in February following the resignation of André Rousselet, the founder, said that talks with Bertelsmann AG were advancing on the establishment of a joint venture to develop pay-television operations in Europe outside France and Germany.

He said the venture, which might be joined by the Spanish media concern Prisa, would form "the backbone of our development in Europe over the next 10 years."

The venture, which Canal Plus and Bertelsmann are aiming to set up by summer, would cover programming services and the infrastructure to deliver pay programming to various European markets in time for the arrival of digital television systems after 1995.

"This will give us breathing room," Mr. Lescure said. "With the deregulation of the European market, it is very clear that we can't survive alone."

He called the potential from such a joint effort "enormous."

The initial accord, signed in February, covers Europe, but a company executive said that the door would be open to cooperation on markets outside of Europe on a case-by-case basis."

Among the non-European projects that could bring the German and French companies together is Canal Plus' plan to develop "global theme channels" that would be offered to cable and satellite operators around the world.

Closest to getting launched is a Best of Europe package — although a final name has not yet been chosen — that would offer 18 hours a day of European films, culture and lifestyle programs, all presented in English or with English subtitles.

Michel Thoulouze, head of thematic channels, said the company next month would begin market research in the United States to determine the potential demand

for such a channel, which would be offered in cable operators as a premium network. The channel could be operational by the end of the year.

He said the same channel, which could cost \$100 million a year in programming alone, could be sold in Asian and South American cable or satellite systems.

"There is a real appetite for European culture in America, even more than there is in Europe," Mr. Thoulouze said.

He said there would be "no problem" financing such a venture, noting that several potential backers have already come forward. The network, he said, might also carry advertising from European companies trying to market overseas. He said the fashion house Yves Saint Laurent has expressed an interest in advertising.

Meanwhile, Mr. Lescure predicted there would be no growth in Canal Plus's subscriber base in France in 1994. At the end of 1993, the company had 3.7 million subscribers in France. He said there should be

some improvement in 1995 as the economy strengthened and the company completed installation of new decoders. The new equipment, he predicted, would force many homes now receiving the broadcaster's mix of films and sports by means of private decoders to begin paying.

The company reported that it now had 103,000 subscribers to its new French satellite service, and predicted that the number would double this year. In Belgium, Canal Plus has 150,000 subscribers, in Spain 768,000, in Germany 755,000 and in Africa 29,000.

Overall, the company predicted it would have 6.2 million subscribers by the end of 1994, up from 5.7 million at the end of 1993.

In 1993, the company's foreign pay-channel operations lost 117 million francs, a 30 percent improvement from the loss reported in 1992. Premier, the German service it operates with Bertelsmann, lost 265 million francs, compared with a loss of 385 million francs in 1992.

Net profit rose to 8.68 billion francs (\$251 million) from 6.22 billion, while operating income was 6.43 billion, up from 6.15 billion.

Société Générale, which is 61 percent-owned by Compagnie de Sus of France, booked large capital gains from selling industrial assets, notably its 42.4 percent stake in Cimenteries CBR to Heidelberg.

The company raised its dividend to 8 francs a share from 84, and it declared a stock dividend of one share for each 10 held. "We wanted to give a clear signal about our confidence in the future," said Etienne Davignon, the chairman.

(AFP, Reuters, Bloomberg)

## REPUBLIC OF PERU

**Interbanc**



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# SPORTS

## An American Grapples With Sumo, Finds He's Over the Hill at 29

By Mark Schone  
*Washington Post Service*

CRANFORD, New Jersey — Emmanuel (Manny) Yarborough, in martial arts suit, wants very much to practice some takedowns. Basic stuff — he throws you on the mat, you throw him on the mat, back and forth. There are dozens of people practicing takedowns here on the mats of the Cranford Judo-Karate Club. They've already got partners; they've got too little skill or too much sense, but none of them wants to practice with Yarborough.

"A thousand dollars," he says to a New York City cop, who declines. Finally, a member of the U.S. national team, Andy Ruggiero, agrees. He grabs Yarborough's uniform known as a *ghee*, and struggles. He keeps on struggling. It's a question of physics: mass, inertia and so on. It's a question of big.

Yarborough likes to put his height at 6 feet 6 (2 meters) and his weight at 550 pounds (249 kilograms), but at the World Amateur Sumo Championships in December, he was measured at 6-8 and 640. He came in third.

It doesn't really matter exactly how big he is, since he dwarfs most competitors even by the standards of sumo. What's more impressive than his size, however, is the speed with which he has risen in the sport. About a month before the 1992 World Amateur Championships, Yoshisada Yonezuka, his instructor at

the Cranford club, asked him if he'd be interested in a free trip to Tokyo. Yarborough was intrigued by the prospect of one-on-one competition with someone close to his own size, an experience he'd found hard to come by. He trained for a month and then went to Japan.

"My first actual match was in the world championships," he recalls, "though I did have a couple of practice matches in a professional stable two days prior to the competition." He came in second.

It wasn't that hard, says the soft-spoken 29-year-old. "I mean, not like I thought it would be, because the matches are so short. It's just a matter of going through the ritual, and that's probably more strenuous than the match. It was easy in the sense that sumo incorporates a lot of sports that I participated in. I was an offensive tackle, so I'm familiar with driving and pushing people. I wrestled collegiately and in high school so I'm used to grappling, and you get into judo and that uses throw."

Yarborough works by day driving a medical supplies truck, loading and unloading boxes. He lives in a small yellow house near a tank-cleaning plant in Rahway, New Jersey, and the training center in more upscale Cranford is a 15-minute drive away. His bulk and his job put strains on his legs even before he heads to practice. He had a chance to parlay his celebrity into a pay-per-view cable TV event that pitted

fighters from different disciplines — two bare-knuckle boxers, a jujitsu expert, someone called "a submission specialist" and four others — in a televised round robin. He didn't think he was up to it. A knee became a problem two years into his judo career, and now he's nursing a foot that he injured on the job.

Judo matches are only five minutes long, but Yonezuka says that without conditioning a man Yarborough's size doesn't have even that much

time and de facto honcho of American sumo, thinks Yarborough could have been one of the sport's top stars, had he started sooner. In the past two amateur championships, says Jacques, the Japanese have been shocked by Yarborough's power in his first match. The second contest brings another surprise when they realize how agile he is.

"By the third match, they're usually working on ways to beat him," Jacques says. "You've

still, the only wrestler currently worthy of the title yokozuna is American, a 6-foot-8, 490-pound Hawaiian named Chad Rowan who goes by the name of Akebono. There is another foreigner at the rank below him and still another on the third rung.

If American baseball castoffs such as Randy Bass can dominate Japanese baseball, what might foreigners do to sumo?

"I don't think they expected foreigners to do as well as they did," says Yarborough. He said the Japanese "are not as physically strong."

"They're not really that well conditioned either," he said. "For the training that they do they could be in better shape. They do a lot of drinking and smoking over there. I was really surprised. It wasn't just the wrestlers, the sumo pros are American, but only one is black, and he's part Japanese."

Though he is fully aware of the supposed Japanese attitude toward foreigners in general and blacks in particular, Yarborough is diplomatic: "That's what they say. I've heard reports of it, but I haven't witnessed it."

It doesn't matter. Yarborough is too old for the pros anyway. The lengthy process of sumo apprenticeship must now start before 23. Teenagers move into a sumo stable and study the culture and techniques of the sport for years before entering the pros. An age limit discourages dilettantes, particularly big, strong, foreign ones.

At age 29, Yarborough doesn't think he would want to submit to sumo-style indoctrination even if it were open to him. Most sumo careers are over by about 30. He has an unattractive knee and problems with his feet, but at the end of the night's work in Cranford he says his legs feel all right. His worries about his weight seem justified, however. When he takes off his monogrammed ghee, Ruggiero has to help him with the arms.

Yarborough, who is black, knows the Japanese have their own impressions of African Americans. Japanese pundits have blamed blacks for America's social ills, such as crime and illiteracy. Half the foreigners in the sumo pros are American, but only one is black, and he's part Japanese.

As he squeezes into his pickup truck, though, it's apparent he has a more difficult task ahead: mastering the martial arts of a distant, insular culture. The world may be getting smaller, but it's already too small for a 600-pound man.

### SCOREBOARD

#### NBA Standings

NBA Standings					
EASTERN CONFERENCE					
Atlantic Division					
W	L	Pct	GB	W	L
11	17	.375	—	11	17
12	16	.438	1.5	12	16
13	15	.464	2.5	13	15
14	14	.481	3.5	14	14
15	13	.529	4.5	15	13
16	12	.543	5.5	16	12
17	11	.563	6.5	17	11
18	10	.588	7.5	18	10
19	9	.600	8.5	19	9
20	8	.625	9.5	20	8
21	7	.643	10.5	21	7
22	6	.667	11.5	22	6
23	5	.688	12.5	23	5
24	4	.714	13.5	24	4
25	3	.750	14.5	25	3
26	2	.786	15.5	26	2
27	1	.812	16.5	27	1
28	0	.833	17.5	28	0
CENTRAL DIVISION					
29	20	.512	—	29	20
30	19	.526	1.5	30	19
31	18	.540	2.5	31	18
32	17	.556	3.5	32	17
33	16	.571	4.5	33	16
34	15	.588	5.5	34	15
35	14	.605	6.5	35	14
36	13	.625	7.5	36	13
37	12	.643	8.5	37	12
38	11	.667	9.5	38	11
39	10	.688	10.5	39	10
40	9	.714	11.5	40	9
41	8	.750	12.5	41	8
42	7	.786	13.5	42	7
43	6	.812	14.5	43	6
44	5	.833	15.5	44	5
45	4	.857	16.5	45	4
46	3	.882	17.5	46	3
47	2	.906	18.5	47	2
48	1	.938	19.5	48	1
49	0	.963	20.5	49	0
WESTERN CONFERENCE					
Midwest Division					
50	21	.526	—	50	21
51	20	.540	1.5	51	20
52	19	.556	2.5	52	19
53	18	.571	3.5	53	18
54	17	.588	4.5	54	17
55	16	.605	5.5	55	16
56	15	.625	6.5	56	15
57	14	.643	7.5	57	14
58	13	.667	8.5	58	13
59	12	.688	9.5	59	12
60	11	.714	10.5	60	11
61	10	.750	11.5	61	10
62	9	.786	12.5	62	9
63	8	.812	13.5	63	8
64	7	.833	14.5	64	7
65	6	.857	15.5	65	6
66	5	.882	16.5	66	5
67	4	.906	17.5	67	4
68	3	.938	18.5	68	3
69	2	.963	19.5	69	2
70	1	.986	20.5	70	1
71	0	.986	21.5	71	0
Pacific Division					
72	21	.526	—	72	21
73	20	.540	1.5	73	20
74	19	.556	2.5	74	19
75	18	.571	3.5	75	18
76	17	.588	4.5	76	17
77	16	.605	5.5	77	16
78	15	.625	6.5	78	15
79	14	.643	7.5	79	14
80	13	.667	8.5	80	13
81	12	.688	9.5	81	12
82	11	.714	10.5	82	11
83	10	.750	11.5	83	10
84	9	.786	12.5	84	9
85	8	.812	13.5	85	8
86	7	.833	14.5	86	7
87	6	.857	15.5	87	6
88	5	.882	16.5	88	5
89	4	.906	17.5	89	4
90	3	.938	18.5	90	3
91	2	.963	19.5	91	2
92	1	.986	20.5	92	1
93	0	.986	21.5	93	0

#### WE ONE DAY'S RESULTS

WE ONE DAY'S RESULTS					
Indians	26	27	.711	—	103
Browns	25	28	.463	2.5	99
Reds	24	29	.414	3.5	98
Braves	23	30	.417	4.5	97
Phillies	22	31	.406	5.5	96
Cardinals	21	32	.394	6.5	95
Giants	20	33	.385	7.5	94
Marlins	19	34	.375	8.5	93
Rockies	18	35			

# SPORTS

## Giddy New Guy Lets Secret Slip

The Associated Press

IRVING, Texas — Barry Switzer was so excited about being named coach of the Dallas Cowboys that he may have let slip a secret.

Early in the news conference announcing his hiring, Switzer said the team's owner, Jerry Jones, had called him about the job last week — when Jimmy Johnson was still the team's coach.

"I was so fortunate to be lying on the couch last week for that phone call," Switzer said. "I answered the phone and it was Jerry Jones."

"Barry," he said, "two questions: Do you still want to coach? And would you like to possibly think about coaching the Dallas Cowboys?"

Jones stepped in shortly afterward and gave a rambling excuse as to why Switzer was confused about where the call was made.

"That's not the case," Jones said. "Basically, I spoke of Barry last week at the league meetings. I wanted to meet with Jimmy Monday. I didn't actually talk to Barry until Monday."

"I wanted to speak with Jimmy. I gave Barry a call and told him I know his name had been brought up. I hoped I hadn't embarrassed him. He said, 'Jerry, you have honored me and you have complimented me.' That's when I wanted to inquire about his interest."

Switzer, asked again when Jones first



Barry Switzer: Called last week?

called him, replied with a smile: "I can't remember exactly. It happened obviously after the public had been in the paper."

Switzer signed a five-year, \$5 million deal that includes an annual "five-year rollover" clause allowing him to renegotiate and possibly extend his term, the Fort Worth Star-Telegram reported in its Thursday editions.

## Switzer Brings a Checkered Past to Cowboys

By Robert McG. Thomas Jr.  
New York Times Service

NEW YORK — When Jerry Jones, the owner of the Dallas Cowboys, introduced Barry Switzer as the National Football League team's new coach, he recalled that Switzer was his freshman football coach at the University of Arkansas and in charge of his freshman dorm.

"He kept several of us straight," said Jones, whose comment at the news conference Wednesday in Irving, Texas, drew a chorus of double-edged chuckles.

For whatever humor there may have been in the multimillionaire owner's self-deprecating suggestion that he may have needed someone to keep him straight, the remark also served as a pointed reminder of Switzer's later reputation.

In the 16 years he spent as the University of Oklahoma's coach, winning three unofficial national championships, capturing 12 Big Eight titles and running in a 157-29-4 record that made him one of college football's most successful coaches, Switzer was known for many things.

He was known as a keen judge of football talent. He was known as a charming and persuasive recruiter, who used his dirt-poor Arkansas origins to build special relationships with underprivileged black players.

He was known as a powerful motivator. He was known as a master tactician whose wishbone offense scored at will and whose defensive schemes stopped rivals cold.

But the one thing he was not known for was keeping his players straight.

Indeed, during his years at Oklahoma, Switzer was widely regarded as a coach who put winning so far above character that he didn't hesitate to break recruiting and other rules, and who couldn't care less what his stars did off the field as long as they won Saturday afternoon.

In his 1988 autobiography, "The Boz," Brian Bosworth, one of Switzer's great linebackers, who was suspended for steroid use before the 1987 Orange Bowl, described Switzer as a good motivator who "turns his back" on his players' off-field behavior.

Among such behavior, according to Bosworth, was the free-basing of cocaine and lavish living on the illicit largess of Sooner boosters.

Against that free-wheeling reputation, it seems a wonder that the Sooners were put on probation by the National Collegiate Athletic Association only twice in the Switzer era. But the second time, in December 1988, proved to be the beginning of the end of Switzer's reign at Oklahoma.

In one 32-day period early in 1989, one of his players was charged with shooting a teammate, another was charged with selling cocaine and three were charged with a gang rape.

The clamor for Switzer's removal grew too much for university authorities to ignore. It reached a peak when the Oklahoma class of '49 said it would cancel its 40th reunion if Switzer wasn't fired.

Switzer, who took pride in being a friend to

his players, did not help his cause when he alerted quarterback Charles Thompson that Switzer was being investigated for selling cocaine, an act, authorities said, that spoiled a wider drug-selling investigation.

Within months, Switzer was forced to resign.

Although university officials were portrayed as high-minded, Switzer saw them as hypocrites and himself as a victim of Oklahoma football mania.

In his 1990 autobiography, "Bootlegger's Boy," Switzer recalled an encounter with the university president after his team turned in records of 7-4-1, 8-4 and 8-4 from 1981 to 1983.

The president, Switzer said, told him that his job would be in jeopardy if he ever again lost four games, then added: "But Barry, if you win the national championship, the regents won't fire you even if we catch you smoking dope."

Switzer, whose 1985 squad went 11-1 and was declared national champion, may have believed it. Certainly he did little to control his players.

"I learned a lesson," Bosworth wrote. "If you were a star on the University of Oklahoma football team, you could do just about anything you wanted. You had no rules."

Switzer made the blind eye a virtual coaching credo. Indeed, he was his own life's Switzer; some seemed as unfettered as his players.

He has been arrested for drunken driving, has admitted having had an affair with the wife of one of his assistant coaches, which preceded

and apparently precipitated his divorce, and has acknowledged making almost \$100,000 on what turned out to be an insider stock tip he said he overheard at a track meet. (Civil charges filed by the Securities and Exchange Commission against Switzer and six of his friends were dismissed in 1984 for lack of evidence.)

Whatever his shortcomings, few would deny that Switzer had done much worse and still considered his life a triumph over adversity.

As described in his autobiography, Switzer grew up in a house without electricity or indoor plumbing. His father was a bootlegger who died after he was shot by his mistress, who crashed her car while taking him to the hospital. His mother committed suicide moments after Switzer, then a student at the University of Arkansas, refused to kiss her.

All that is behind him now. Switzer, who has operated an insurance agency and other businesses in Oklahoma City since leaving college coaching, won't have to worry about NCAA rules or university regents as coach of the Cowboys.

His only concern will be his boss, the man who remembers him as a freshman advisor who kept him straight.

One thing, of course, won't change: Jerry Jones likes to win as much as any Sooner booster. But if there is one message in Switzer's life it is that winning is one thing he knows how to do.

## In Hog Heaven, After the Sty

At Arkansas, They Now Say Richardson's a 'Great Coach'

By Michael Wilbon  
Washington Post Service

CHARLOTTE, North Carolina — Nolan Richardson has been hearing the same thing for 14 years, although his University of Arkansas basketball teams have won 20 or more games 11 times, 30 or more twice, and the Razorbacks are now back for a second time in the semi-finals of the NCAA championship tournament.

Richardson has won a higher percentage of games than all but four other active coaches in Division I. They all say he's a great recruiter, a great motivator, a guy who's got great athletes. And, as tough a guy as he is, he hears that and winces.

"They say my good friend Rick Pitino plays up-tempo," Richardson said. "They say I play street ball. I hear a lot of labels, everything but great coach. I guess it's just a matter of who's doing what. When you're stereotyped, you just have to live with it."

Of course, it's easier to live with when your top-seeded team has another shot at a national title. It helps when the president of the United States counts himself as a fan and wears your team's sweatshirt. It helps when your winning percentage is higher than Bob Knight's, than Denny Crum's, than John Thompson's. But it's taken until now, his 14th season as a Division I head coach, for people outside the coaching profession to say Nolan Richardson is a "great coach."

Those around Richardson are sensitive to the belated acknowledgment. Scotty Thurman, the 6-foot, 6-inch swingman, said: "People sometimes call it street ball, which is unfortunate. It's pick-up ball with a lot of discipline."

Corliss Williamson, Richardson's 6-7 power forward, said, "As coach says, it's not run-and-gun, it's run-and-execute."

The Razorbacks know they are not going to be yanked from the game if they miss a shot or make a turnover. And Richardson doesn't spend the game screaming at the officials, and half the postgame interview talking about all the adjustments he made.

"I can get you a book and have you study the two-three zone or teach you how to press," he said. "But that's not coaching. That doesn't mean you can go out on the floor and get people to do what they've read. I tell other high school coaches all the time, 'Don't copy people, just be yourself and get kids to believe in what you're doing.'

"You couldn't tell me I wasn't a great coach" in high school in the '70s. My games were 8-7 at half-time. I'd love it if people would walk by and say, 'Boy what a great defensive matchup that is. What great execution. This guy really knows his Xs and Os.'

"What bull. All you did was take

the ball and hold it. I call that puppet basketball: I pass the ball for a minute, then it's your turn to pass it around for a minute. We both hold it, hold it, hold it, then try to get it inside."

This was after Richardson had played for the San Diego Chargers in the American Football League and the Dallas Chaparrals in the American Basketball Association.

The high school at which he landed a job as a coach was predominantly Mexican-American, and Richardson's biggest players were not big. He called them "Richardson's Runts."

If Richardson is bitter, it doesn't show. But he doesn't hesitate to call that first season, in 1983-84, "the saddest part of my career."

"Those were the greatest kids," he said. "They worked so hard, endured so much and became so close. I couldn't play that way with his players, because that wasn't their style at all."

"It was a tough job, I could have left," he added. "But I owed it to Frank Broyles," the legendary coach and athletic director "who took a big chance on hiring a Nolan Richardson in 1985, hiring me in the South."

One of his present players is Davor Rimac, who is from Zagreb, Yugoslavia. He, perhaps more than anybody else on the team, is offended by any sight — real or perceived — aimed at Richardson.

Rimac fell so in love with American basketball on a summer trip that he wanted to live in the United States. When arrangements fell through with two families, Richardson had Rimac come to live with his family for Rimac's junior year of high school.

"Coach is African American, his wife is Hispanic, and I'm from Europe," Rimac said. "I couldn't have had a better time, or learned more about life than I did that year. It hurts me when people say all he has is talent players."

Even as he suffered, Richardson was being harshly criticized by alumni, by the newspapers, by old friends of Sutton, who had gone to Kentucky to replace Joe B. Hall, by bigots who never should have been hired to coach at Arkansas.

"I remember defending him at the bank every day, sending him faxes of encouragement telling him

he was a great coach."

Richardson is a man of few words, but he has a lot to say about his team's success.

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## OBSERVER

## Dressing Down

By Russell Baker

NEW YORK — If you watched the Academy Awards show you probably noticed a lot of the men looked like criminals.

Not high-class criminals, either, like the spiffily tailored politicians and corporate semi-giants who get sentenced to Florida to grow tomatoes and play tennis at that federal prison for socially presentable felons.

These movie birds had the criminal look, popularized in the *Dick Tracy* strip back in the 1930s when *Dick* was trying to bring *Stooge Viller* to justice.

Those magnificent Hollywood jays were blue with five-day whiskers growth. Shirts were worn without neckties. Even under tuxedo jackets? Why? You could only speculate:

Suppose you are on your way to the Academy Awards, all dressed up in your tuxedo, and you get an order on the cellular phone (coded, of course, to keep the cops from interfering) to take somebody for a ride, or however they say it nowadays.

Naturally you've left your rod, or roscoe or whatever they call it nowadays, at home, since it would ruin the drape of your tux. What do you have, though, something useful for a garroting? namely, a necktie.

To be sure, the show had far too many tuxes without neckties. There couldn't have been that many hump-offs or so-long-busters, or whatever they call them nowadays, committed in Los Angeles just before the Academy Awards, could there?

Anyhow, this theory wouldn't account for all the men who didn't even wear shirts under their tuxedos. This group, men who eschewed shirts altogether, mostly wore what looked like dentist's tunics under tuxedo jackets. Naturally without neckties.

The dentist's-tunic crowd for the most part was heavily whiskered, too, thus intensifying the evening's distinctly criminal look, which must be the sartorial rage in southern California this spring.

These men, after all, make big money in show business, so don't have to knock over filling stations or send dirty double-crossers, or whatever they call them nowadays.

to sleep with Bonnie, Clyde and the fishes, or however they say it nowadays.

The question then is, why do men so well heeled that they can wear anything they want to wear choose to appear before an international television audience looking so raty, or whatever they call it nowadays.

Here's a guess: It's part of the down trend in American life. Down is becoming the place to be. Down is in, chic, the cat's pajamas, or however they say it nowadays.

Public education has been dumbed down. Deviancy, as Senator Moynihan points out, has been defined down: meaning that standards of acceptable behavior have dropped so low that we will put up with almost anything.

Language has been coarsened down. That's why you hear so many ostensibly civilized people, female and male, using language so blue it would make a sailor blush, or however they say it nowadays.

As time builds its callus over memory, people forget that dumbness this deep, behavior this squalid and language this low were once regarded as, respectively, inexcusable, criminal and vile. The downing trend numbs us as we adapt to ever-falling standards, so that we don't notice how dumb we're becoming, how nastily we behave and how crudely we talk.

The Hollywood guys with their old Stooge Villier whiskers and eye-sore dinner-jacket treatments are going with the trend. By going for the hobo look of the 1930s hoodlum and treating the old-fashioned tuxedo as an authentic "monkey suit," they were simply dressing down, poor guys. Poor rich guys, that is.

To be fair, not all of them looked comically thuggish. Paul Newman, for one, wore his tux exactly the way a tux is supposed to be worn by people so at ease in the social whirl that they never wear a tux with a five o'clock shadow or refer to that garment, lowbrow style, as a "tux."

Curiously, the women of Hollywood dressed up that night. It is tempting to say they looked terrific, or whatever they call it nowadays. But that would probably be sexist. Forget I mentioned it.

New York Times Service

## WEATHER

## Europe

Forecast for Saturday through Monday, as provided by Accu-Weather.									
Today High Low W High Low W									
Cpt. Cpt. Cpt. Cpt. Cpt. Cpt.									
Alps	1/18/94	pc	19/46	13/25	pc	24/73	26/77	pc	
Amsterdam	10/52	4/29	pc	8/48	2/23	pc	24/75	21/73	11/62
Atlanta	12/71	8/48	pc	10/50	4/23	pc	20/83	17/82	pc
Barcelona	19/81	8/45	pc	16/81	9/48	pc	22/83	22/80	pc
Berlin	13/63	9/48	pc	15/59	4/32	pc	24/75	18/64	pc
Bordeaux	12/65	8/41	pc	7/44	4/23	pc	17/62	16/63	pc
Bologna	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Budapest	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Buenos Aires	17/82	8/44	pc	11/52	2/25	pc	20/83	17/73	pc
Burkina Faso	21/70	11/62	pc	18/44	13/53	pc	21/70	11/62	pc
Dublin	8/48	2/28	pc	6/43	1/34	pc	17/62	16/63	pc
Dubrovnik	20/83	5/48	pc	10/50	4/23	pc	20/83	17/73	pc
Edinburgh	12/65	8/41	pc	14/67	4/28	pc	20/73	17/62	pc
Floripa	12/65	8/41	pc	7/44	4/23	pc	20/73	17/62	pc
Frankfurt	12/65	8/41	pc	10/50	4/23	pc	20/73	17/62	pc
Glasgow	12/65	8/41	pc	11/52	4/25	pc	20/73	17/62	pc
Hamburg	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Heidelberg	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Jerusalem	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
London	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Madrid	13/63	3/27	pc	9/48	4/28	pc	20/73	17/62	pc
Milan	18/81	8/48	pc	12/65	4/23	pc	20/83	17/73	pc
Moscow	2/27	2/29	pc	14/67	4/28	pc	23/73	23/73	pc
Munich	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Nice	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Paris	12/65	8/41	pc	7/44	4/23	pc	20/73	17/62	pc
Prague	14/57	8/48	pc	13/58	9/49	pc	20/83	17/73	pc
Polydork	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Prague	14/57	8/48	pc	13/58	9/49	pc	20/83	17/73	pc
Rome	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Stockholm	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Tbilisi	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Venice	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Vienna	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Zurich	12/65	8/41	pc	12/65	4/23	pc	20/73	17/62	pc
Oceania	22/71	14/57	pc	22/71	13/53	pc	22/71	14/57	pc
Sydney	23/73	10/61	pc	24/73	10/51	pc	23/73	10/61	pc

Legend: a-sunny, pc-partly cloudy, c-cloudy, sh-showers, h-hailstorms, i-in, al-almost. All maps, forecasts and data provided by Accu-Weather, Inc. © 1994



## Asia

Forecast for Saturday through Monday, as provided by Accu-Weather.									
Today High Low W High Low W									
Cpt. Cpt. Cpt. Cpt. Cpt. Cpt.									
Bangkok	20/83	12/63	pc	24/73	26/77	pc	24/75	21/73	pc
Beijing	24/75	12/63	pc	22/73	11/62	pc	24/75	21/73	pc
Hong Kong	20/83	17/62	pc	21/73	17/62	pc	22/75	22/73	pc
Manila	20/83	17/62	pc	21/73	17/62	pc	22/75	22/73	pc
Seoul	20/83	17/62	pc	18/64	16/63	pc	20/83	17/62	pc
Shanghai	17/62	9/48	pc	18/64	16/63	pc	19/64	17/62	pc
Taipei	20/83	17/62	pc	21/73	17/62	pc	21/73	17/62	pc
Tokyo	18/64	12/63	pc	16/61	14/62	pc	18/64	12/63	pc

## Africa

Forecast for Saturday through Monday, as provided by Accu-Weather.									
Today High Low W High Low W									
Cpt. Cpt. Cpt. Cpt. Cpt. Cpt.									